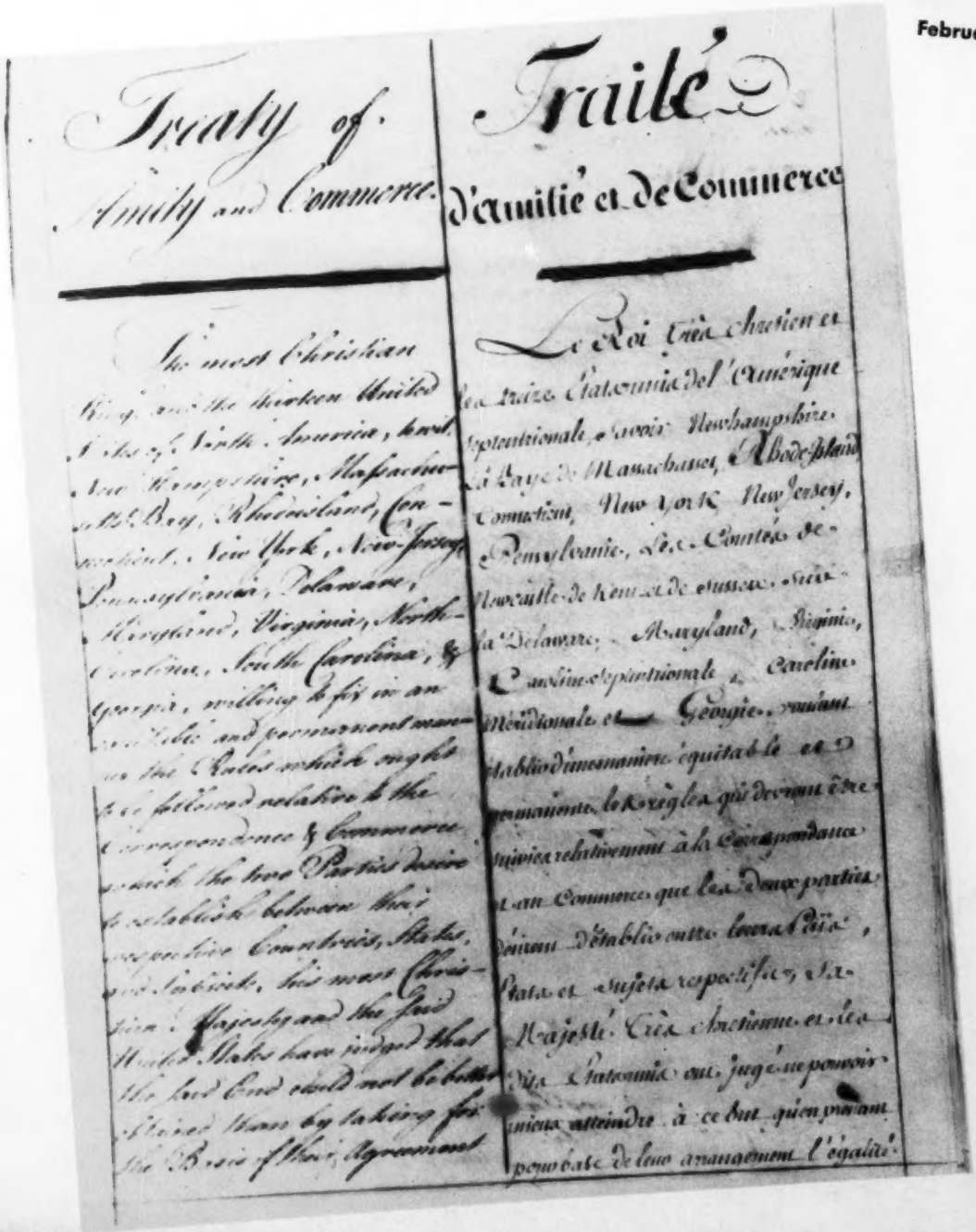
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

February 8, 1965



Treaty of Amity and Commerce.

Traité d'Amitié et de Commerce

The most Christian King and the thirteen United States of North America, viz. New Hampshire, Massachusetts Bay, Rhode-Island, Connecticut, New York, New-Jersey, Pennsylvania, Delaware, Maryland, Virginia, North-Carolina, South Carolina, & Georgia, willing to fix in an equitable and permanent manner the Rules which ought to be followed relative to the Correspondence & Commerce which the two Parties desire to establish between their respective Countries, States, and Subjects, the most Christian King and the said United States have judged that the best End could not be attained thereby than by taking for the Basis of their Agreement

Le Roi très chrétien et les treize Etats-unis de l'Amérique septentrionale, savoir: New-hampshire, la Baye de Massachusets, Rhode-Island, Connecticut, New York, New Jersey, Pensylvanie, &c. Comtés de Newcastle, de Kent et de Sussex, sur la Delaware, Maryland, Virginie, Caroline septentrionale, Caroline Méridionale et Géorgie, voulant établir d'une manière équitable et permanente les Règles qui devront être suivies relativement à la Correspondance et au Commerce que les deux parties désirent d'établir entre leurs Païs, Etats et sujets respectifs, Sa Majesté très chrétienne et les dits Etats-unis ont jugé ne pouvoir mieux atteindre à ce but qu'en prenant pour base de leur arrangement l'égalité

First U.S. trade treaty

# Business Bulletins *from around the world*

**BELGIUM**—1963 legislation, authorizing Government to require commercial banks to deposit interest-free with Central Bank up to 20% of deposits, extended through Feb. Initial use of authority made in July, 1964, requiring 1% deposit from banks.

Air Products and Chemicals, Inc., Allentown, Pa., and Societe Generale form joint venture, Air Products S.A., to produce, distribute industrial gases, related equipment. Oxygen-nitrogen-argon-plant, planned for Ghent, to furnish oxygen, nitrogen to Sidmar steel works via pipeline.

Wider basis established by new decree for refund of taxes on exports. Products, directly or indirectly, used for production, processing, or packaging of export goods to benefit from tax exemption at all stages of production.

**FRANCE**—Following U.S. firms recently established subsidiaries here: Alco Products, Inc.,—distribution of diesel engines manufactured in France under license; Ralston Purina—poultry processing plant; International Smelting and Refining Co.—distribution of copper sheeting; Maremont Corp.—manufacture of shock absorbers; and Smith Corona Marchant Corp.—distribution of SCM products.

Stocks of Rexall Drug and Chemical Co., Colgate-Palmolive, Union Carbide and Corn Products now being traded on Paris stock exchange.

Steel production reached 19.8 million metric tons in 1964, an 12.8% increase over 1963.

**GERMANY**—Radio Corporation of America (RCA) and Siemens & Halske A.G. enter into long-term agreement for exchange of patents, technical information on automatic data processing machines. Siemens to sell both firms' machines here and in other European countries.

**HONDURAS**—Central American Bank for Economic Integration announces a loan of $113,000 to Industria Textile Centroamericana, Tegucigalpa, to produce hosiery for Central American common market. Foreign exchange savings for country may reach $150,000 annually.

New bus line connecting Tegucigalpa with Managua, Nicaragua, and San Jose, Costa Rica, recently inaugurated. Featuring U.S. transcontinental buses purchased from Greyhound Corp., service available three times a week. Fare is about one half air fare; meals served en route.

**INDONESIA**—Repayment terms published for $6.3 million credit extended Indonesia by Soviet Zone of Germany in October 1964 for 10 120-kw shortwave radio transmitters. Indonesia to pay 15% on Sept. 15, 1968, 15% on Feb. 15, 1969, balance in six installments beginning Nov. 15, 1969. Team of East German experts expected to visit Indonesia to discuss proposed $10 million credit to expand output at Bukit Asam coal mine in South Sumatra.

**ITALY**—Work begins on country's first automated plant to manufacture semi-finished aluminum products. Plant to be operated jointly by Reynolds Metals International and Societa Edison of Milan. Total investment is $9.6 million.

**MALAYSIA**—Government extends Insurance Act, which came into force in Malaya in 1963, to rest of Malaysia (Singapore, Sabah, Sarawak). Extension order also repeals existing relevant insurance legislation in force in those states. Insurers already registered under act automatically eligible to operate business throughout Malaysia. Companies not registered must register at once, apply for exemption under conditions provided or withdraw from the insurance business. No person or company may solicit insurance business for non-registered insurers.

**NORWAY**—Flotilla of 10 Norwegian-made fishing vessels scheduled to depart for Kuwait in April. Vessels ordered by Kuwait government from Norwegian shipyards. They will be manned by Norwegians during voyage and during initial employment in Kuwait. Vessels reportedly to set in motion project of Kuwaiti National Fisheries Co., for development of national trawler-fishing industry.

**PAKISTAN**—Government completes allocation of $84 million credit received from Japan. Chittagong steel mill, to be constructed by Japanese interests, will receive largest share, $1.7 million. Future projects to receive funds include second steel plant, rayon plant, soda ash plant, expansion of Lyallpur Chemical Fertilizer Factory. Industrial Development Bank to receive $2.8 million to finance industrial projects in private sector.

**SWITZERLAND**—Exports to United Kingdom in November 1964 dropped to $13 million, down 10.9% from November 1963 level. Sharp decline attributed in part to 15% British import surcharge, which hit 88% of Swiss exports to U.K.

Leading Swiss banks increase "private" discount rate from 2½ to 3%. Private rate now one-half of 1% above official rate of National Bank. In April 1964, private rate raised from 2 to 2½%. Increase in private rate followed in July by like increase in official rate.

**THAILAND**—Constitutional Assembly passes legislation on registration, control of trade associations. New laws intended to prevent trade association activities considered harmful to trade, economy. Authorities empowered to dissolve associations which violate provisions of act.

**UNITED ARAB REPUBLIC (Egypt)**—Exports of agricultural products amounted to $387.6 million for year ending June 30, 1964. Communist bloc countries accounted for $208.2 million of total, including $151.1 million in cotton exports. Total raw cotton exports for period were $265.1 million.

**URUGUAY**—Japanese Consulting Institution offers to build, equip, finance $34 million, 150,000-ton annual capacity fertilizer plant for state petroleum, alcohol, portland cement monopoly, ANCAP. It would consist of $11 million ammonium plant; $3.6 million sulphuric acid plant; $5.9 million phosphoric acid plant; $3.5 million sulphuric-ammonium sulphate plant; $10 million for reserve, electric power equipment.

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## the cover

Two other Americans, Silas Deane and Arthur Lee, were present in Paris 187 years ago when Benjamin Franklin and Comte Vergennes, the French Minister of Foreign Affairs, signed the first two treaties the new government of the United States engaged in. It is typical of this nation that one was concerned with trade and one with national security. The two were signed at the same time, so that it can not be said that either dates the other. Today, as then, national security and our international trade are equally important to our welfare. As we strengthen one, we build the other.

# International Commerce

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February 8, 1965 Volume 71, Number 6

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U.S. TRADE BEGINS with conclusion of treaties of alliance and commerce, signed Feb. 6, 1778, in Paris, by U.S. Commissioners Benjamin Franklin, Arthur Lee and Silas Deane, and French Minister of Foreign Affairs de Vergennes. Franklin urged freedom in trade. (Bettmann Archive print, C. E. Mills painting.)

# 187 years of U.S. trade

## Franklin, in Paris, signed first commercial treaty for nation, cited 'equality and reciprocity'

By CATHERINE FLECK
*Staff Writer*

On Feb. 6, 1778, a small group representing France and the U.S. met in Paris; signed two documents on behalf of their respective governments; and probably felt the relief that 14 months of hard work can bring in a moment of accomplishment.

So the first two treaties for the U.S.—"Amity and Commerce" and "Alliance"—came into being.

"The great principle in both treaties is a perfect equality and reciprocity; no advantage to be demanded by France, or privileges in commerce, which the States may not grant to any and every other nation," Benjamin Franklin, chief American architect of the treaties commented afterward.

Franklin had been sent to France, along with Silas Deane and Arthur Lee, to win support abroad for the rebelling Colonies.

### Colonies needed allies

The Continental Congress, in dispatching the Commission, hoped France, as England's traditional rival, would ally herself with the Colonies' cause. In French eyes, U.S. independence would seriously weaken England. A treaty, if approved, would play a vital role in the establishment of American independence.

On Dec. 28, 1776, the U.S. Commissioners were received secretly by French Minister of Foreign Affairs, Comte Charles Gravier de Vergennes.

The Commission presented its instructions and requested a treaty of commerce. Vergennes, hostile toward England, secretly supported the American Revolution, but was unable to negotiate any treaties without the consent of King Louis XVI.

### Spanish support awaited

The King was waiting for Spanish support of the proposed treaties but also wanted assurance that the Colonies would settle for nothing less than independence of England.

When news of John Burgoyne's defeat at Saratoga (1777) reached France, Vergennes immediately suggested that the envoys renew their proposal for an alliance.

Franklin drew up a draft which was delivered to the French Foreign Office. Later, following many secret meetings between the Commissioners and Vergennes, the draft was approved and ready to be signed.

The "Treaty of Alliance" provided for common action and mutual assistance in the Colonies' war against England. It also provided for title to conquests, cooperation in making peace, accession of other allies, and mutual guarantees of territory after war.

The "Treaty of Amity and Commerce"—four times the other in length—provided for permanent peace between France and the U.S., reciprocal conditional most-favored-nation treatment, and mutual protection of vessels.

It dealt with other matters such as rights of neutrals during war, fisheries, rights of residence, assistance in case of wreck, asylum, consuls and free ports.

### Franklin's efforts

Franklin, who upon his selection as Commissioner to Paris, had remarked, "I am but a fag end, and you may have me for what you please," has been cred-

ited with using every resource he possessed to intensify popular enthusiasm for the American cause among Frenchmen.

He was extraordinarily popular with Frenchmen of all ranks and proved himself to be the greatest ambassador the New World had sent to the Old.

The Treaty of Commerce reflects much of Franklin's thinking on economics and trade. The Philadelphia statesman had always been a firm believer in freedom of trade.

When he was elected a delegate to the Second Continental Congress, he introduced resolutions of free trade with Continental Europe which the Congress refused to act upon at that time.

## Free trade emphasized

The central idea behind Franklin's views was that free trade with the world would give the greatest return at the least expense. He believed that "free ships make free goods" and in allowing free course to neutral ships of commerce during wartime.

In France, Franklin used skilled arts in public relations to win support for the Franco-American Alliance. He was in constant touch with the Physiocrats, an 18th Century group founded on a system of political and economic doctrines based on the supremacy of natural order. He held the respect of Vergennes who looked to Franklin as the leader of the Commission.

When the French persisted in postponing treaty negotiations, Franklin hurried the decision by dangling before them the possibility of reconciliation between the Colonies and England.

The commercial treaty in its final form was typical of 18th Century commercial agreements.

## Qualifying condition

It contained a pledge of most-favored-nation treatment in tariff matters. However, a qualifying condition made the pledge in practice mean something quite different than it had meant previously.

Until then, a most-favored-nation pledge had always been unconditional. No limitations were laid down for circumstances under which treatment accorded nationals or products of third countries could be extended as between the contracting parties.

This first U.S. commercial agreement qualified that any concession to third countries would be extended "freely, if the concession was freely made, or on allowing the same compensation, if the concession was conditional."

The conditional pledge permitted the pledging state to lower duties on products of a third country as a result of special negotiations.

The pledging state could then withhold the lower rates from the other party to the most-favored-nation treaty on grounds that these lower rates had not been freely extended, but made in return for a concession.

Until 1923, the U.S. Government insisted that all commercial treaties to which it was a party contain the conditional pledge. And at one time, the Government took the view that only the conditional form was in accordance with the "principle of the law of nations."

In commercial history, treaties have varied greatly—from the earliest treaties, which were brief agreements extending reciprocal rights to trade, to today's increasingly specialized, changeable, multilateral agreements.

The modern commercial treaty system which extends the rights of trade and defines conditions of trade is said to date from the 12th Century's Italian commercial cities.

Today, most states have a general commercial treaty with each of the other states with which they have important commercial relations.

## Multilateral agreements now

States also have special agreements, often of less formal and durable character, which deal with tariff rates, navigation dues, customs, air transport clearance arrangements, and quantity restrictions on special commodities.

Most now are parties to multilateral agreements to regulate commercial, financial, transportation and communication facilities and to establish standards of commercial and maritime law, weights and measures, rights of residence, commercial arbitration, patents, trade-marks and copyrights.

But if trade has changed over the past 187 years, the initial step in development of U.S. trade relations, taken by a great 18th Century power and a struggling revolutionary country, was to have its impact felt to the present.

The Feb. 6 signing marked the first formal recognition of the U.S. by a foreign nation; provided means by which goods, arms and advice could be extended to the Colonists, and set the precedent for the U.S.'s complicated system of treaties that have evolved since 1778.

*(The original Treaty of Amity and Commerce—in French and English—can be found in the National Archives, Washington, D.C. The photograph on the cover of* INTERNATIONAL COMMERCE *was made from the original treaty.*

**AIR TRANSPORTS**—Turkey's air force has put into service the first of several new Lockheed C-130E Hercules transports obtained through the U.S. military assistance program. Serving as a "workhorse" carrying heavy loads such as dump trucks, road graders, bulldozers, and large groups of passengers or stretcher patients and attendants, versions of the Georgia-made Hercules are now in use or planned for use by other countries, including Australia, Canada, Indonesia, New Zealand, South Africa, Pakistan, Iran and Brazil.

**TURBINES**—September 1966 delivery is slated for two vertical Francis-type hydraulic turbines and two turbine governors for a hydroelectric plant to be built by the Greek Public Power Corp. as part of the Kastraki project of the Acheloos River development. The $1,500,000 contract for the turbines and governors has been awarded to the Baldwin-Lima-Hamilton Corp. of Philadelphia.

**PULP, PAPER**—Black Clawson (South Africa) Ltd. has been formed by the New York-based parent company in Braamfontein, Johannesburg. It will provide production equipment for the pulp and paper industries of South Africa, Swaziland, Bechuanaland, Basutoland, Zambia, Malawi, Rhodesia, South West Africa, Portuguese East Africa and Mozambique.

**CORN GRINDING**—Cash purchase of a 76-year-old Guatemalan firm (E. Castellanos Crocker Sucs.) has been announced by Corn Products Co. of New York. Castellanos Crocker's corn-grinding facility becomes Corn Products' first manufacturing base in the Central American common market. At the same time, the New York company is expanding into the synthetic polymer field through an association of its Canada Starch Co., Ltd., with Dural Products, Ltd., of Dorval, Quebec.

**POWER GENERATION** — Colombia's heavy-industry development program will utilize power-generation equipment manufactured in Schenectady, N.Y., and supplied by IGE Export Division of General Electric under a $1.3 million contract with Electrificadora de Bolivar S. A. (ELECTROBOLIVAR). General Electric de Colombia S. A. negotiated the contract.

# Europe will buy U.S. furniture, mission reports

## 'Yes, but—,' is industry team's answer to questions raised by travels in England, France, Germany, Italy

BRUNN

LADIN

MAYNARD

PARKER

SNOW

STEVENS

In Germany, where houses have few closets, housewives want a massive wardrobe in the bedroom and a massive storage unit in the living room.

In France, the latest thing in furniture is Spanish Renaissance—styled with a look that even the heaviest U.S. designs can't match.

In England, home of Chippendale and Sheraton, the furniture scene is dominated by modern, transitional and rustic designs—and one of the most sought-after lines is a cross between Tudor and Early American.

In Italy, 45% of the market is in modern-design furniture, according to a store executive there. But it takes a wide variety of design, including intricate carving and exotic veneers, to satisfy the other 55%.

### Will it sell?

Considering these disparities, is there a market for U.S.-made furniture in Europe?

"Yes, but—," says a team of furniture manufacturers who have returned from a European trade mission sponsored by the furniture industry in co-operation with the Bureau of International Commerce.

The mission members, whose findings are presented here and on following pages, were:

David J. Brunn, executive vice president, Drexel Enterprises, Drexel, N. C.

Sidney S. Ladin, president, Sprague & Carleton, Keene, N.H.

William H. Maynard, president, Kent-Coffey Manufacturing Co., Lenoir, N.C.

Gregory Parker, president, Pennsylvania House Furniture Co., Lewisburg, Pa.

John M. Snow, executive vice president, National Association of Furniture Manufacturers, Chicago.

William E. Stevens Jr., vice president for sales, Broyhill Furniture Factories, Lenoir, N.C.

Stevens was mission chairman.

Reporting to the National Association of Furniture Manufacturers and the Southern Furniture Manufacturers Association, team members filed observations on style preferences in the four countries they visited. They also filed these conclusions:

U.S.-made furniture is salable in Europe—in fact, is being sold there today—although little is seen on the sales floors.

Manufacturers must campaign to sell in Europe just as they campaign to sell in Cincinnati and San Francisco. There may be prestige attached to the U.S. label on furniture in Europe but the product must be valuable in terms of style, construction, quality and function.

Few Europeans today can afford U.S.-made furniture. But there's a growing segment of the population which can afford the merchandise if they want it.

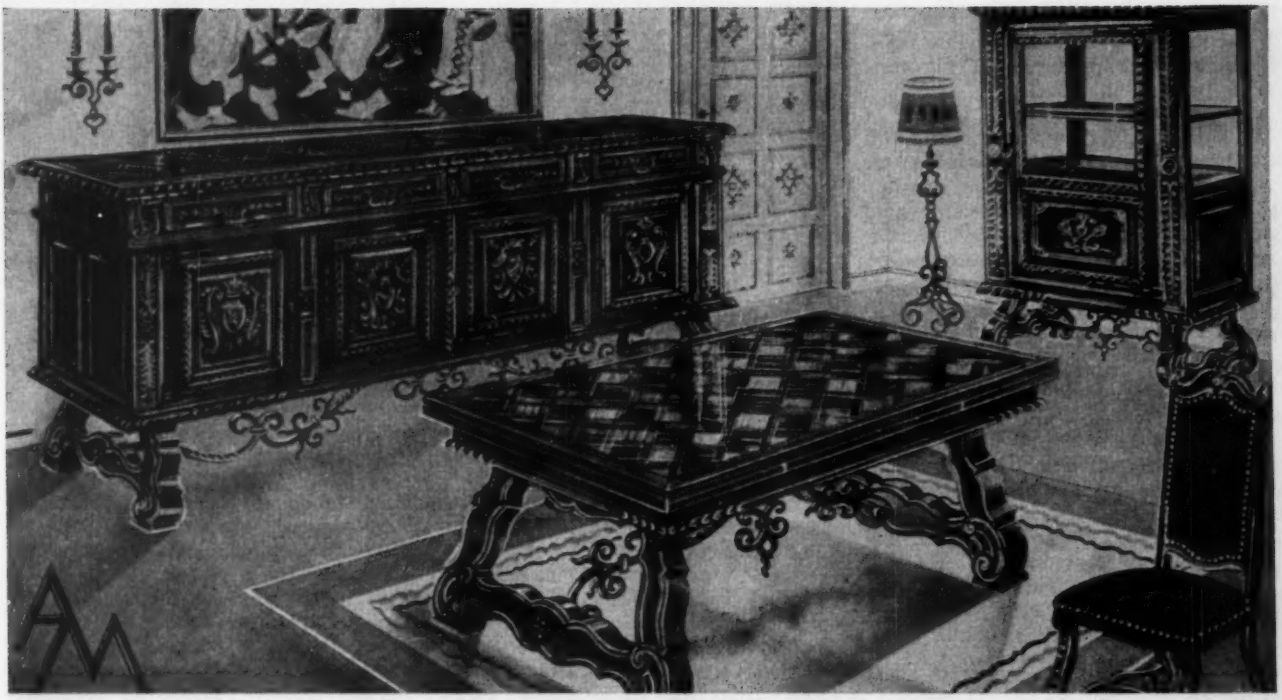
RUSTIC GROUP FROM ENGLAND, blending Tudor, Windsor and Early American, is one of the most sought-after in Europe. Cupboard retails at $125, sofa at $156, bookcase at $81.25, chair at $72.50.

### Ignore California?

There's no clamor for U.S.-made furniture in Europe because Europeans don't know the product. The product needs promotion abroad.

Of all U.S.-made furniture they've seen, Europeans are showing greatest interest in Early American styles. But there's evidence that U.S. contemporary and Mediterranean designs also appeal.

Entering the European market for furniture will be costly. Ignoring it could be the same as ignoring California, or Hawaii and Alaska.



THE HEAVIEST U.S. DESIGNS sometimes can't match European versions of Spanish Renaissance styling in furniture. Here is a popular European group.

# What's the competition?

## Furniture experts study manufacturing, selling, quality of merchandise abroad

Furniture manufacturing and retailing in Europe and the United States are quite similar, the U.S. industry-sponsored furniture trade mission to Europe reports.

But wholesaling as it is known in the United States does not appear to exist in Europe.

The U.S. worker may produce more furniture per day than his European counterpart, but the European shows an attention to detail that challenges the U.S. worker.

Getting down to the details of manufacturing and selling furniture in England, France, Germany and Italy, the mission submitted these findings.

### Manufacturing

The structure of the industry is similar to that of the United States, in which there are a few large producers and a large number of smaller ones. However, in Europe, a greater proportion of the total volume is produced by the smaller manufacturers.

The large producers are mechanized to an even greater extent than in the U.S. By virtue of simplified, straight-line designs, particularly in modern styles, production can be automated more than is generally possible in the United States.

For instance, sanding is done on conveyor lines in which panels pass through several sanding operations without being handled by workers. Components of cases, particularly large storage compartments and wall stack or hung units, are prefinished before assembly on a conveyor line that employs a minimum of labor.

Automation makes the large producers less flexible in design change and variety than a typical American manufacturer. The artisan shop, on the other hand, is highly flexible. There is a minimum of machinery and a majority of the work is done by hand.

### International trade

In addition to a thriving trade among the members of EEC and EFTA, a considerable amount of furniture is imported from Yugoslavia and Spain. Yugoslav manufacturers produce inexpensive chairs and other items of bent wood, which other European manufacturers cannot compete with. Spain produces reproductions of antiques and carvings in great numbers.

The total number of English firms engaged in the manufacture of furniture of all categories (wood or upholstered domestic, office, school, church, theater and cinema furniture, wooden radio and television cabinets, billiard tables, upholstered seats for vehicles and aircraft, basket furniture) is 2631. Total annual production is approximately $485 million.

English manufacturers of solid wood products dry their lumber to 12-15% moisture content, rather than 6-8% as in the United States, because of the difference in humidity in England. However, merchandise from the Continent, dried to the usual 6-8% moisture content, seems to stand up well in England.

The German manufacturing industry produces $1 billion annually, approximately 40% of total European production. The industry is concentrated in the Rhine-Westphalia area around Duesseldorf and Cologne. In quality, German merchandise rates among the best in Europe and is at least equal to that of lead-

ing U.S. firms, the mission found.

About 35,000 firms in Italy are registered as being producers of furniture. They produce an estimated $700 million in wood furniture yearly. A number of the large factories supplement their own production by acting as agents for, or buying the output of, smaller plants.

About 21,000 firms manufacture wood furniture in France. About 80% of them are small handicraft units. Production is between $600 and $700 million annually. It is estimated that 90% of production is of popular priced furniture and only 10% of high quality, deluxe furniture.

## Wholesale distribution

Europe does not seem to have a wholesale level of distribution similar to that in the United States, in which wholesalers buy from manufacturers for resale exclusively to retailers.

There may be a middle man in the journey of furniture from the manufacturer to the ultimate retailer, but he usually is wearing more than one hat.

Manufacturers sometimes supplement their own output with purchases from other manufacturers, which they sell along with their own line. Importers generally sell both at retail and at wholesale.

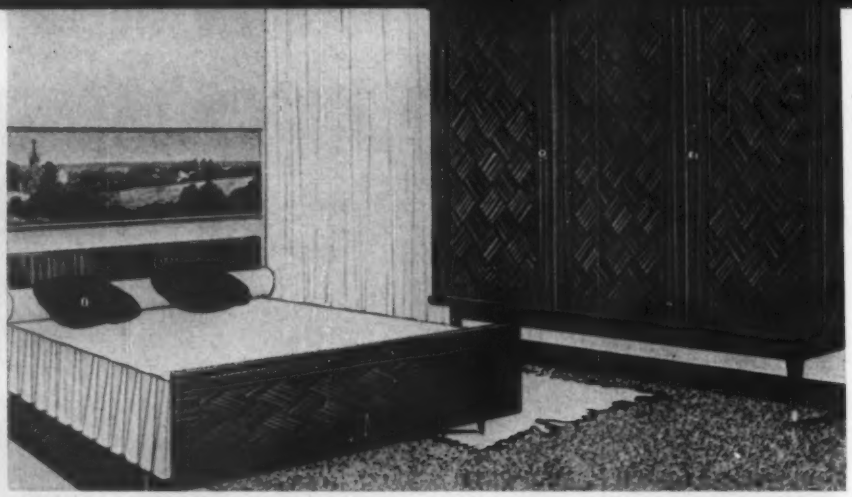
Syndicates may buy in volume, but they do not receive the stock for storage at any central location. It is shipped to the individual stores of the syndicate.

## Furniture retailing

Furniture is sold through both department stores and specialty stores. That displayed in department stores may be of lower quality and price. Distribution is not concentrated in the hands of any particular group or syndicate, but is spread among thousands of outlets in each country.

Selling practices in Europe vary only slightly from those in the U.S. Markup is generally 33⅓% of retail selling price, expressed as 50% markon above the manufacturer's price delivered. The reason for the lower European markup in comparison with U.S. markup is that European merchants, due to rent control, pay less rent than American merchants and provide fewer services, such as inventorying stock, accepting returns and making service calls.

Whereas perhaps 85% or more of purchases in the United States are made on credit, only about 25% of purchases in Europe are on the installment plan. Europeans seem less willing to burden themselves with installment debts than U.S. consumers. The expansion of installment buying in Europe is one of the greatest potentials for expanded sales of home furnishings.



DEMAND FOR DECORATIVE DETAIL on rectilinear modern furniture produced this design in France. It is typical of embellishment of straight-line modern also popular in England, Italy and Germany.

Except for a few of the largest merchants, European dealers generally do not stock merchandise to back up samples on their floor. They expect to order replacements from the manufacturer. Availability from the manufacturer varies from immediate to several months.

### Few ads

Furniture advertising in Europe varies from U.S. advertising more widely than any other selling practice. There is a certain amount of national advertising by manufacturers in shelter and architectural magazines, but there is relatively little local-dealer newspaper advertising. The principal appeal is price.

Catalogues are important selling tools. The larger European dealer may prepare something like a miniature mail order catalogue and circulate it throughout his trading area, which could very well be the entire country.

He may offer free delivery anywhere within the country for purchase of a stipulated amount. He also may offer to reimburse the train fare of the shopper who travels to purchase in his store.

The major manufacturers publish catalogues in bound booklet form, and distribute them widely. Consequently, dealers have access to the total line of the manufacturer, and little protection from piracy is available. One of the interests of European dealers in American goods is the establishment of exclusive or protected placements, which would provide better markup.

### Britain on time

Installment buying is more prevalent in Great Britain than elsewhere in Europe. In England, more than in any of the other European countries except perhaps Scandinavia, the furniture manufacturer participates in retailing.

Harris-Lebus maintains a factory showroom for dealers in London. On Saturdays the public is invited to shop the display. Gomme maintains a showroom for the public and quotes retail prices to consumers, but orders are billed through dealers. Cooperative Wholesale Society, Ltd. has a chain of several hundred factory-owned retail outlets.

There are approximately 12,000 retailers in Germany. Window displays seem to be more important than in the United States, due to the window-shopping habit of the German consumer, particularly on Sunday and at night. Interior displays are far inferior to window displays. Accessorization and color coordination leave much to be desired.

Italy has about 25,000 stores and artisan shops selling furniture at retail. Cabinet shops do the greater proportion of the total retail business. Department stores, relatively new in the furniture field, seem to be making an effort to upgrade their image in furniture.

### Markup and bargain

Markup in Italy is a little higher than in other European countries, approximately 38%. However, there is little retail price maintenance and the Italian consumer is accustomed to bargain for price. The result is that the retailer does not actually achieve the higher markup.

There is some advertising of manufacturers' lines in national magazines, but strong brand-name recognition is not evident. There is very little local newspaper advertising by dealers.

There are between 6,000 and 10,000 retailers in France with approximately 29% of them located in Paris, doing 43% of the total business. Retail chains and syndicates are important. These consist of retailers who band together for buy-

ing power. They usually expect 3% to 4% discount for volume purchases.

## Merchandise

Mission members said it was difficult to assess differences in quality of U.S. and European furniture. However, they made these observations:

**Construction**—European manufacturers often use panel thinner than U.S. standard. Hollow core doors are frequently seen. The use of chipcore or particle board is almost universal. However, the Europeans have superb joining and fastening hardware. Construction problems are simplified by the predominance of straight-line designs.

**Workmanship**—There can be seen a meticulous workmanship that can hardly be found in the United States. There is an abundance of merchandise in all price ranges with intricate carvings, luxurious marquetries and other painstaking craftsmanship that is not matched in the United States at the price.

**Interiors**—Drawers are usually side guided and function smoothly. Storage compartment interiors are generally veneered in mahogany. Drawer sides and backs are of a locally select wood, very clear and well finished. Bottoms are of a select veneer. Interiors, particularly in Germany, are cleaner and smoother than U.S. interiors in commensurate price ranges.

**Woods and veneers**—To the American eye, European woods and veneers are not as handsome as those in abundance at home. Most woods have either the close-grained appearance of maple and birch or the extreme open-grained appearance of ash, oak and elm. They do not have medium-grained, luxuriously figured woods like U.S. walnut, butternut, cherry and pecan. Lacking these, they import a quantity of veneers, including American walnut. The majority of popular-priced merchandise is of locally available European woods or tropical woods.

Regardless of the wood used, Europeans do not cut the flitch to achieve as handsome a grain character as U.S. manufacturers do, with the exception of teak and rosewood. The difference in the quality of veneers accounts for a substantial difference in the quality and desirability of European and U.S. furniture.

**Finishes**—Along with the U.S. advantage in variety of woods and luxurious grain goes an advantage in finishes. Finishing procedures in Europe vary more widely from the U.S. than perhaps any other production technique.

There is less sanding before and during finishing than in America and it is done more on a conveyorized line without personal handling. In the mass production of straight-line merchandise, coats of finish are applied automatically on a conveyor line by flow coating or automatic sprays. The labor involved in finishing is only a fraction of that employed in the United States.

The oil finishes of Scandinavian Modern are often as handsome as anything seen in oil finishes in America. However, they do not offer the protection and durability preferred by the European.

# Doing business in Europe

### Mission points up details of selling and shipping furniture across the ocean

Exporting to Europe involves several steps which may be unfamiliar to a U.S. furniture manufacturer doing business only in this country.

He needs to consider such details as the various channels available for exporting; the kind of packing best suited to his needs; ocean freight rates, tariffs and import taxes; channels for distribution, and credit terms.

Foreign freight forwarders, port authorities and ocean carriers—as well as the Bureau of International Commerce and the Commerce Department Field Offices—are reliable sources of such information, the industry-organized Government-approved furniture mission points out in discussing procedures for selling and shipping abroad.

### Channels for exporting

Goods may be shipped abroad through any of several channels: the export house that buys goods for its own account, or various broker and agent relationships. As there is not a well-established volume of furniture trade in the United States through these channels, however, the U.S. manufacturer is likely to be his own exporter, the mission reports.

As his own exporter, he may either use a foreign freight forwarder or establish his own export department.

If he chooses to use a freight forwarder, usually located at a port city, the exporter needs only to deliver the goods to him. It is the forwarder's responsibility to see that they arrive at the dock of the consignee. He executes all documents, arranges for insurance and handles any other details of making delivery. Forwarders' fees are usually quoted on a shipment rather than an ad valorem basis. They range between $10 and $20 a shipment. For a list of foreign freight forwarders, write the Customs Brokers and Forwarders Associations of America, Inc., 8 Bridge St., New York 4, N. Y.

### Documents

If one chooses not to use a foreign freight forwarder, but to make the shipment himself, certain documents need to be executed. The Shipper's Export Declaration clears the shipment through U.S. customs and is required on all exports. An additional paper, Form M-A, which clears the shipment through foreign customs, is required by only certain foreign countries. Check with your steamship line.

Both cartons and documents must indicate the cubic dimensions, preferably in both English and metric measurements.

### Packing, containerization

That furniture for shipment overseas must be crated or boxed is a widespread erroneous impression. Since the adoption of 2F cartons (see uniform freight classification) by the industry, steamship lines will accept furniture in 2F cartons, and insurance companies will insure it.

Furniture shipped by ocean carriers undergoes multiple handling. Barring unusual hazards, however, it should reach its destination in good condition. The several factories that have shipped to Europe with no more protection than the 2F carton have reported satisfactory results, according to the mission.

An additional protection is available in the form of containerization. Recently ocean freight lines have made available containers in sizes of 250 cubic feet, 500 cubic feet and up to an entire van that can be pulled by a tractor. When furniture is loaded into the container at the factory and unloaded at the consignee's dock, it is equally as well protected as solid carload shipment in the United States in that it is handled only once in

WITH CLOSET SPACE AT A PREMIUM, Europeans depend on storage pieces. This is a typical living room storage unit in modern design, selling at $125.

loading and once in unloading. Containers can be loaded at dock side and unloaded on the European dock.

The shipper pays ocean freight on the entire volume of the container, whether it is completely filled or not.

## Insurance

Unlike overland common carriers in the United States, steamship lines do not take full and guaranteed responsibility for the loss of, and damage to, merchandise. To be fully protected, the shipper must take out insurance. All-risk insurance costs less than 1%.

If you are using a foreign freight forwarder, says the mission, he will handle the insurance for you. If you are making the shipment yourself, the steamship line will usually handle insurance for you. For a list of brokers, write the National Association of Insurance Brokers, 62 Williams St., New York 5, N. Y.

The principal ports of entry into Europe are Liverpool, Antwerp, Rotterdam, Amsterdam, Bremerhaven, Hamburg, Le Havre, Marseilles, Genoa and Naples. Advice as to the best port of entry for the destination of a shipment is available from foreign freight forwarders, steamship lines and port authorities.

## Ocean freight rates

Ocean freight rates are considerably more complicated than rail and truck freight rates. Ocean rates are established by organizations of steamship companies called conferences. There is no regulation similar to Interstate Commerce Commission control. The two conferences concerned with shipment of furniture to Europe are the North Atlantic Continental Freight Conference covering ports from Norfolk, Va., to Portsmouth, Maine, and the South Atlantic Steamship Conference covering ports from Wilmington, N.C., to Key West, Fla.

Ocean freight rates on various commodities are quoted in a number of different ways; but for shipment of furniture from the United States to Europe rates are uniformly quoted on a weight or measurement basis. This means that freight is calculated on both a weight and a measurement basis, and whichever provides the maximum revenue to the carrier is the freight charge.

Rates are quoted on a ton basis. A ton may be either 2240 pounds (weight ton) or 40 cubic feet (measurement ton). For furniture, because of the high ratio of volume to weight, the measurement calculation always produces the higher revenue to the carrier.

## Tariffs and taxes

Tariffs on furniture in Europe are assessed on an ad valorem basis. They are generally applied to the c.i.f. (cost plus insurance and freight) value. Taxes usually are applied to the c.i.f. duty-paid value.

Import taxes, whether called turnover, transmission, sales or compensatory tax, are designed to place upon the imported goods approximately the same burden of taxation that locally produced goods have borne. They apply to goods imported from all countries uniformly.

All the members of the European Economic Community and the European Free Trade Association are members of the General Agreement on Tariffs and Trade (GATT), formed in 1947 to negotiate on tariff concessions.

The Trade Expansion Act of 1962 gives the President of the United States authority, subject to certain exceptions that do not apply to the furniture industry, to negotiate within the framework of GATT for reductions of tariffs up to 50%. Negotiations for tariff reductions, which have become known as the Kennedy Round, are underway in Geneva.

In November 1964 member nations presented their lists of exceptions to negotiations. It is not known at this time whether furniture was included in the exceptions of any particular nation. If furniture is not on the list of exceptions, and if maximum reductions up to 50% are made in European tariffs, the result will be a tariff of 10% for import of U.S. furniture into the United Kingdom and 8.5% into the EEC countries.

## Distribution channels

A U.S. furniture manufacturer interested in doing business in Europe, according to the trade mission, may consider several channels of distribution:

- The importer. Importers of furniture in Europe usually wear more than one hat. They are generally retailers who im-

port for sale through their own outlets, as well as for resale to other retailers at wholesale prices.

Trade lists of importers in the individual countries may be obtained at $1 per country list from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

- Manufacturer's representative. The manufacturer's representative in Europe performs exactly the same function as in the United States. Commission rates vary from 5% to 15%. He may stock furniture for quick delivery, taking on the role of importer. Usually, however, he is simply an agent who takes orders for shipment from the factory.

If the U.S. manufacturer were to develop a substantial volume of business in Europe, he would doubtless eventually have to have a representative, unless he is working with an importer.

- Direct sale to retailer. The U.S. manufacturer may, particularly at the outset, sell directly to the retailer without local representation. This would require the attention of a sales executive in the home office. The few sales of U.S. furniture that have been made in Europe have come about largely in this way, but it is unlikely that any volume of sales could be generated on a permanent basis in this manner.

- Direct sale to consumer. Like the Scandinavian manufacturers, U.S. manufacturers might maintain their own displays for selling directly to the consumer. With the number of dealers already established in Europe, however, it would seem unnecessary to resort to this method.

The credit system in Europe is similar to that in the United States. Furniture merchants are accustomed to buying on open account on terms generally more extended than is customary in the United States. For shipments from abroad, the European merchant usually considers terms to start maturing as of receipt of the goods, rather than the invoice date.

To guarantee payment, there are letters of credit, both revocable and irrevocable, trade acceptances, sight and time drafts. While these security measures might be utilized in initial transactions abroad, it is doubtful that a substantial volume of business could be built upon them, the mission says. Moreover, the dealer who would handle U.S. goods is not likely to be a questionable credit risk. A U.S. furniture manufacturer interested in doing business in Europe will probably have to be willing to sell on open account with discount terms that may be slightly higher than in the United States and timing that may be considerably longer.

There are credit reference associations and other credit checking procedures in Europe, as in the United States. In addition, accounts may be insured through the Foreign Credit Insurance Association (FCIA). For further information write the Foreign Credit Insurance Association, 60 John St., New York 38, N.Y.

European merchants who are unaccustomed to importing from the United States prefer quotations of prices on a c.i.f. basis, which means that the price includes the cost of the goods and freight to the port of European entry properly insured. The more experienced importer may be willing to be quoted f.o.b. factory or f.o.b. vessel.

### Doing business in Europe

Following is a list of costs that the U.S. manufacturer might expect to incur in doing business in Europe, according to the furniture mission.

| Item | Range |
|---|---|
| Land freight to port | 2-10% |
| Ocean freight | 20-40% |
| Insurance | 1% |
| Freight forwarder's fee | $10-$20 |
| Wharfage (dock handling) $.12 cwt. each port | $.24 cwt. |
| Duty | 17% |
| Import taxes | 3-25% |
| Warehousing in Europe | 5-10% |
| Land freight in Europe | 2-10% |
| Sales commissions | 5-15% |
| Catalogs and selling aids in local language | 1-2% |

Costs of advertising, two-way translation of correspondence, extended credit, complaints and adjustments also should be included.

### Shipping costs estimated

The mission calculates the cost of landing a $100 furniture item at a French port as follows:

| | |
|---|---|
| Manufacturer's list price | $100.00 |
| Land freight to port @ 5% | 5.00 |
| Ocean freight @ 25% | 25.00 |
| Insurance @ 1% | 1.00 |
| Total c.i.f. value | $131.00 |
| Duty @ 17% | 22.27 |
| Total duty paid c.i.f. value | $153.27 |
| Tax @ 25% | 38.32 |
| Cost at foreign dock | $191.59 |

To these costs could be added a freight forwarder's fee of $10 to $20, wharfage, and land freight in France.

# Style may be a personal matter but there's no arguing the top quality of U.S. woods, finishes

## Europeans consider Early American the only unique design from the States, fail to comprehend American Contemporary

Members of the U.S. industry-sponsored furniture trade mission to Europe said the question of European furniture styles was one of the most delicate confronting them.

Their reasoning: Who is to say what is good style?

Nevertheless, they said, an analysis of European vs. U.S. furniture styles is essential in evaluating the potential for U.S. furniture in the European market.

This is what the mission reported:

The European considers that American furniture designs take their inspiration from European style innovations, whether it be traditional derived from their classics or modern derived from their Scandinavian.

They feel there is an abundance of adaptations of historical designs available to them locally. In their estimation, the only unique design fostered by Americans is the current Early American or Colonial. Even this style took its inspiration from European classics, but it offers a provincial or rustic interpretation that is unique in Europe.

The European does not appreciate or even comprehend U.S. contemporary and transitional designs. They have never

been exposed adequately in Europe. There has been no significant exhibition of typical U.S. styles. To a certain extent, the European's impression of American decor is gained from movie and television stage sets, which usually are quite atypical and extravagant expressions of American styles.

As was the case in the U.S. a few years ago, and still is to a certain extent, European consumers consider furniture to be not only a lifetime, but even a several generation, purchase. Consequently, they are influenced in their buying decisions by features of stability and durability.

To many consumers, the heftier and more rugged looking the furniture, the better. As in America, this attitude is slowly giving way to the desire, particularly on the part of young married couples, to have new furniture of their own that is up to date in styling.

### Influence of cost

A very important influence on design is cost. Pure reproductions of classics are very expensive throughout Europe. They are virtually handcrafted and custom built to the specification of the customer. Only a limited few can afford them. The alternative is modern which, being of simple, straight-line design, can be made very inexpensively, or transitional, which simplifies or eliminates the classical features.

Storage requirements dictate an entirely different functional design in European merchandise. Europeans are apartment dwellers. There are virtually no tract developments of modest individual homes, as in the United States.

### No closets

The tremendous boom in the building of dwellings is almost entirely concentrated in apartments. The typical European apartment is small by U.S. standards. Usually there are no built-in closets. Consequently, there must be installed in every bedroom a wardrobe with both hanging and drawer space, and in every living room a storage unit with drawer storage, bookshelves and bar.

There is yet one more influence on design taste and preference in Europe. In order to understand it, one must recollect what happened in the U.S. in the post-World War II years with regard to modern vs. traditional styling.

### 10-year trend

Modern enjoyed the height of its popularity in the late '40's and early '50's, in price ranges from the moderate into the highest. Late in the '50's a new style began its ascendency. It derived its basic form from Italian Provincial and was a cross between modern and classical. It was sometimes called transitional.

As this style has developed in the late '50's and early '60's, taking on elegance from various cultures of the Mediterranean and other parts of the world, modern has declined in popularity as the foremost fashion look. Its widest popularity now is in medium and promotional brackets, where price is important.

The same thing seems to be happening now, in Europe. As the middle classes grow in economic power, the European consumer is turning from modern to traditional. Modern is rapidly becoming the "budget buy."

The fact that U.S. furniture is 10 to 15 years ahead of European designs in this trend is one of the most encouraging factors about doing business in Europe, the industry mission members said.

# Many industries set up missions to spur exports

## Two-year-old program, administered by BIC, provides help in selecting best markets, planning trade trips

The U.S. Furniture Trade Mission to Europe is the 13th mission to qualify under the Commerce Department's criteria for industry-organized Government-approved missions.

The program, little more than two years old, has attracted participation by a variety of industry and trade association groups:

The American Institute of Men's and Boys' Wear; Luggage and Leather Goods Manufacturers Association; West Coast Lumbermen's Association; American Gear Manufacturers Association; Gas Appliance Manufacturers Association; Society of Industrial Realtors; and the American Plywood Association.

### State groups, too

State-organized business groups from Missouri, West Virginia, Delaware, and Georgia, and a mission organized by the American-Israel Chamber of Commerce and Industry also have qualified under the program.

Some of the organizations have been so well pleased that they are planning to send missions again.

To obtain Government approval, a business group must have as its objective increased sales of U.S. products and services or establishment of agencies abroad. Members of the missions pay their own expenses.

Industry-organized trade missions approved by the Government benefit from a host of services. For example, the Commerce Department will:

- Assist in publicizing and planning the mission, including selection of countries offering the best potential markets.
- Provide an official to accompany the mission's advance agent in arranging overseas the necessary details of the group's program, including travel and housing.
- Conduct an orientation for the mission before its departure.

### Embassy helps

U.S. Foreign Service Officers at the Embassies and Consulates will arrange for the advance officers to meet with overseas organizations concerned with the group's interests, and help arrange individual appointments for mission members; provide advance officers and mission members with marketing data and other information helpful in developing trade opportunities; and brief the mission about economic and commercial conditions.

For additional information about Industry-organized Government-approved trade missions, **write:** The Bureau of International Commerce, BIC-8210, U.S. Department of Commerce, Washington, D.C., 20230.

MANUFACTURER FROM KEENE, N.H., exhibits his goods at the International Furniture Fair held last month in Paris. Thousands of buyers visit such fairs.

# European furniture makers lack permanent display facilities; major selling at fairs

**Several shows on Continent and in London; some biennial, others twice yearly, offer chances to exhibit U.S. goods**

Europe has no permanent furniture display buildings such as those in Chicago, New York and High Point.

Major buying decisions are made at one of the principal international furniture markets or in a preview showing by a manufacturer, at his factory or at a local hotel showroom, the mission points out.

The Cologne International Furniture Fair, generally acknowledged as the largest and most important in Europe, is held biennially. The next one is scheduled for January 25-30, 1966. It is held in the exhibition buildings of the Cologne Fair which has display space of 1,250,000 feet.

The furniture fair attracts about 65,000 visitors, probably mostly buyers, from over all Europe. More than 1,100 manufacturers display merchandise. Six hundred are from Germany; the others are from 24 other European and overseas countries. There has been no significant showing of U.S. furniture at Cologne.

## U.S. firms at Paris

A biennial Paris Salon de Meuble (Paris Furniture Show) alternates with the Cologne Furniture Fair. Two U.S. manufacturers exhibited at the Salon de Meuble last month—the Sprague & Carleton Inc., Keene, N.H., and the Futorian Manufacturing Co., of Chicago. Both report keen interest in their displays.

Milan has two major markets a year. At a general trade fair in April, a variety of industrial items are exhibited. Open to both the trade and the public, the fair reportedly attracts about four million visitors. The annual Salone del Mobile Italiano (Italian Furniture Show) in September is open to the trade only. Foreign exhibitors are excluded. However, for a fee of about $100, a license to do business in Italy can be obtained. Such a license qualifies a foreign manufacturer to show in the Salone del Mobile Italiano.

In 1963, almost 800 Italian firms participated in the Salone del Mobile Italiano. Attendance was reported at 22,200, of which more than 2,000 were from 38 foreign countries, including 32 from the United States.

There are two principal furniture shows each year in London—in January and September at Earls Court, one of the several large exhibit halls in that city. They are open to foreign manufacturers. Furniture exhibitions also are held in Denmark, Netherlands and Sweden.

## Looking ahead

For a schedule of international trade fairs planned for the coming months, see INTERNATIONAL COMMERCE, Dec. 21, 1964, pp. 28-43. For additional information on these fairs, write BIC-8190, Department of Commerce, Washington, D.C., 20230.

TRADE MISSION MEMBERS MEET Secretary of Commerce John T. Connor (center) in the course of Washington briefings for trips they will make later this month. Pictured here are Mrs. Jayne Spain, president of the Alvey-Ferguson Co., Cincinnati, who will be on a Mission to India, and Alfred Stokely, president of Stokely-Van Camp, Indianapolis, member of a forthcoming Mission to the Philippines.

# Trade Missions to Philippines, India to promote investment, industrial growth

## Four-day briefing sessions held here for members scheduled to depart soon carrying numerous business proposals from U.S. manufacturers

Two U.S. Trade Missions, traveling later this month to the Philippines and India, have undergone broad four-day briefing sessions in Washington.

The Trade Mission to the Philippines, which leaves Feb. 20, will promote interest in U.S. industrial machinery and equipment, point up profit potential of joint venture operations, and carry 319 business proposals from U.S. firms.

India's interest in obtaining foreign capital and know-how to further its development plans will be explored by a Trade Mission which leaves for that country Feb. 27.

Both Missions are conducted by the Bureau of International Commerce.

Members of the Philippines Trade Mission were selected for their knowledge of U.S. industrial machinery available for plant expansion, retooling and modernization, and for their experience in joint venture operations, including international financing and credit sources.

The Mission includes:

William P. Hunt, secretary-manager, Hampton Seafood Corp., Hampton, Va.

Dennis McElroy, executive vice president, Consolidated Coal Co., Pittsburgh.

Dwight L. Phillips, president, Investment Builders of North Carolina, Charlotte, N.C.

Thomas R. Rudel, president, Rudel Machinery Co., Inc., New York.

F. J. Spencer, manager, Economics, Marketing & Management Services Division, Houston Research Institute, Houston, Texas.

Alfred Stokely, president, Stokely-Van Camp, Inc., Indianapolis.

Commerce Department members on the Mission will be William H. Carlebach, Deputy Director, New York Field Office, as Mission Director, and James J. Reilly, Bureau of International Commerce trade development officer.

Rapid development is expanding the Philippine market for industrial machinery and equipment. The Mission will try to increase the U.S. share of this $600 million-plus market by making direct sales, establishing agencies and distributorships, and setting up joint venture and licensing arrangements.

Members will carry specific business proposals from U.S. businessmen to Manila, Cebu, Bacolod, Davao and Iligan.

### Delegation to India

Members of the 31-day Mission to India, selected for their experience in international investment, licensing agreements and industrial modernization, include:

Lee Collins, president, Collins Microflat Co., Inc., Hawthorne, Cal.

Howard J. Philipp, vice president, planning, Celanese Corporation of America, New York.

Mrs. Jayne B. Spain, president, the Alvey-Ferguson Co., Cincinnati.

Sidney Stern, president, Fireside Thrift Co., Redwood City, Cal.

Harry H. Stone, executive vice president, American Greetings Corp., Cleveland.

Harry H. Whittingham, retired former president and general manager, Long Manufacturing Division, Borg-Warner Corp., Detroit.

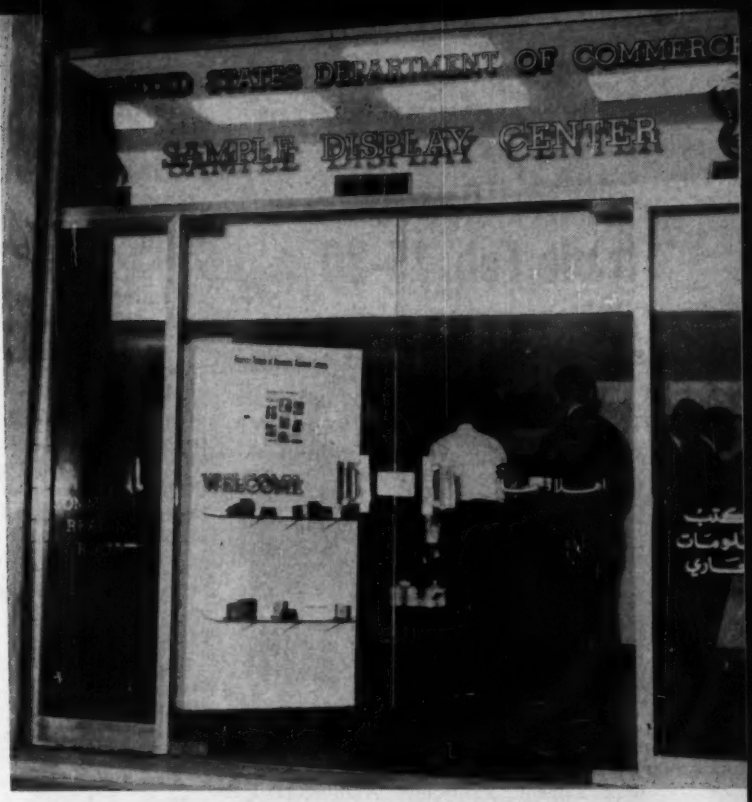
India's fourth Five-Year Plan, now in the blueprint stage, calls for doubling investment expenditures for industry. The Government already has moved to streamline administrative procedures, modify taxes and ease industrial controls in order to attract increased overseas investment.

The Mission will carry about 195 business proposals from U.S. businessmen to New Delhi, Bombay, Madras and Calcutta in an effort to develop direct U.S. business contacts with overseas traders, agents and distributors.

### AUTOMOTIVE ENGINE PISTONS

Manufacturer of chromium engine jackets seeks license to produce automotive engine pistons, related products.

**Write:** Aplicaciones Industriales de Cromo Duro, S.A., Ribera de Zorrozaurre 12, Bilbao, Spain.




# Beirut . . .

## New doors and windows on the Near Eastern market

Photographs from the Near East show some of the action building up for U.S. businessmen using the newest Department of Commerce tool for export expansion—the Sample Display Center in Beirut, Lebanon.

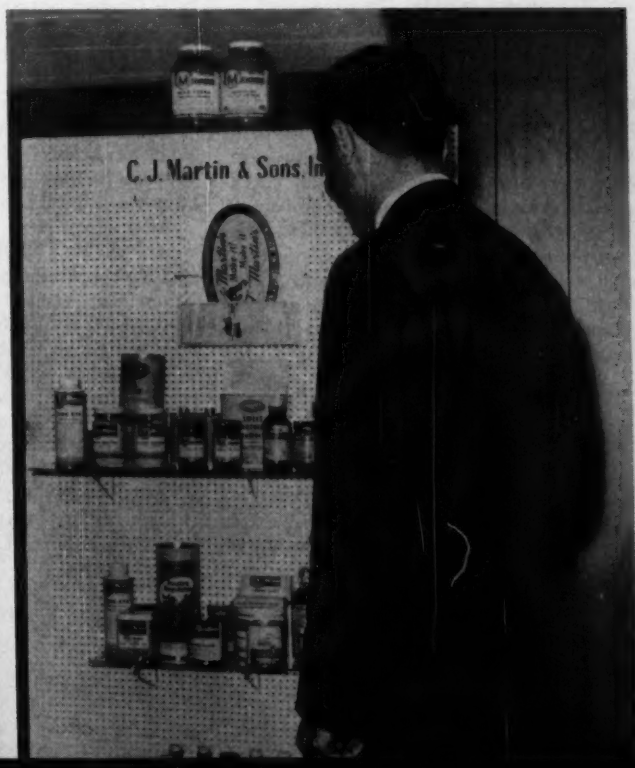
The Beirut center, third in a program administered by the Bureau of International Commerce, opened last month. Other centers are operating in Manila and Bangkok, and a fourth will be opened in Nairobi.

Through the big double doors of the Beirut center (top right), Lebanese businessmen come to view samples of U.S. products and to inspect models, cutaways and display materials. A section of the showroom, which is open to all U.S. businessmen without charge, can be seen through one of the center's windows (top left).

Visitors study exhibits by the Dynamic Vending Corp. of New York (lower left) and C. J. Martin & Sons of Austin, Texas (lower right), manufacturer of veterinary preparations.

As in other Sample Display Centers, Beirut exhibits will remain on view 30 days. Exhibitors pay to ship displays to the centers, where staff will set up the exhibit and campaign to find agents, distributors, licensees and investors to sell the U.S. goods. Return shipments of exhibits are at Government expense.

Company representatives are welcome but need not be there to show products.



# Hawaii giving warm 'aloha' to world trade Feb. 15-20

## Industrial Week will stress island's growth potential

Hawaii Industrial Week will open Feb. 15 in the Princess Kaiulani Hotel with a seminar-conference on manufacturing and investment opportunities, to be highlighted by a luncheon meeting at which Thomas G. Wyman, Assistant Secretary of Commerce for Domestic and International Business, will speak.

WYMAN

Wyman will talk on the growth potential of the Hawaiian economy, sharing the speakers' platform with Eugene P. Foley, Administrator, Small Business Administration. Foley will describe his agency's role in encouraging diversification and expansion of the island's industry.

The two luncheon speakers will be introduced by Gov. John A. Burns, whose proclamation of the week-long observances marked an innovation in Hawaiian public activities.

### Sponsors

Joining with the Hawaii Manufacturers Association in sponsoring the Feb. 15-20 events are the U.S. Department of Commerce through its Honolulu field office and Regional Export Expansion Council; the Small Business Administration through its Honolulu branch office; the State of Hawaii through its Department of Planning and Economic Development, and the New Industries Council representing the Hawaii State Chamber of Commerce and 13 affiliated chambers.

On display at the seminar-conference will be a wide variety of locally produced commodities, ranging from abalone chips and black coral jewelry to rat bait and ukuleles.

**SALINE INSTALLATIONS**

Subsidiary of one of Germany's largest corporations seeks license from U.S. firm to manufacture complete installations for converting sea water into fresh water.

**Write:** DEMAG Electrometallurgie GmbH, 57 Koenigsstrasse, 41 Duisburg, Germany.

## International trade course offered at Fenn College

Problems in International Trade, a course for business executives given by Cleveland World Trade Association member Wells Hugo-Smith, will be in session on Thursday evenings at Fenn College beginning Feb. 18.

The 17-week course is designed to aid the executive interested in entering the export market. Aspects to be covered include foreign sales and advertising programs, sources of information for the exporter, foreign market surveys, credit policies, financing, insurance, functions of the freight forwarder and customs house broker, packaging, labeling, delivery, legal problems, licensing, assembly operations and foreign branch plants.

Visiting international trade executives will contribute their specialized knowledge at various class sessions.

Principles of International Trade is a prerequisite for the course, but individuals with a sales-management or foreign-trade background may be admitted with approval of the Dean and the instructor.

**Write:** School of Business Administration, Fenn College, Cleveland, O. **Telephone:** 216 PRospect 1-0250.

## Machinery-metals group announces new officers

The Machinery-Metals Export Club at its annual meeting in New York City elected Elwood E. Parrish to succeed Sager T. Colman as president.

Parrish is international marketing director for Keuffel & Esser Co., Hoboken, N.J. Colman, international sales head for Fisher & Porter Co., Westminster, Pa., was named an Honorary Life Member of the club.

The 150-member organization meets on the first Thursday of each month for luncheon at the Overseas Press Club. Discussion focuses on problems related to overseas sale of U.S. products.

Also elected at the annual meeting were: Robert E. Berg, Whiting Corp., first vice president; Theodore E. Lewis, Crane Co., second vice president, and Stephen W. Kann, Johnston International Publishing Corp., secretary-treasurer.

Joining the board of directors for one-year terms are: Donald B. Broadwell, Marlow Pumps Div., ITT; Hugh P. Conway, Bankers Trust Co.; William H. Lewis, Atkins, Kroll & Co., Ltd; Robert S. Metz, American Steel Export Co.; Douglas W. A. Pleasanton, Allen-Bradley Co., and Thomas L. Underhill, Dresser Industries, Inc.

# Water-conditioner firm, food distributor win 'E' awards

An Illinois firm which takes the hardness out of water, and a Louisiana company which exports such food products as shoestring potatoes and ice cream cones, are the latest "E" award winners.

Culligan, Inc., of Northbrook, Ill., received the honor at the Palmer House in Chicago. John H. Royer, Deputy to the Under Secretary of Commerce, made the presentation to Harold F. Werhane, president.

Eight years ago, the firm decided to analyze the foreign market for water conditioning products. Company executives found that European water was extremely hard; the Europeans' push for higher standard of living made this market even more attractive for the firm.

The first Culligan water conditioning equipment installed in Europe provided conditioned water for the U.S. pavilion and the Atomium at the Brussels World Exposition in 1958.

Exports of Culligan equipment more than doubled in 1963 over 1962. Exports for the first nine months of 1964 were more than the total overseas sales in 1963.

### 62-country market

Fairco, Inc., of New Orleans has only seven employees but sends its food and food specialty products to 62 countries. The company is a firm of combination export managers.

Among Fairco's exports are preserves, jellies and jams, powdered beverage preparations, candy, canned meats, marshmallows, shoestring potatoes, salted nuts, cocktail snacks, popcorn, paper plates, ice cream cones, brooms and mops.

The firm's export dollar volume has increased more than one-third since 1961. Sales for the first half of 1964 indicate this year will top past figures.

Representative Hale Boggs (D-La.) presented the award to F. E. Ferchaud, president, in New Orleans.

**FURNITURE HARDWARE, FILTER FITTINGS**

License to manufacture metal, plastic furniture hardware and filter fittings for water treatment equipment in Germany is sought by manufacturer of furniture hardware of steel, plastic.

**Write:** Robert Krause KG, Herford, Germany.

# Accelerated construction tempo creates large, growing demand for cooling devices in Thailand

## Trade Center show scheduled May 19-June 2 in Bangkok; U.S. firms not now in that market urged to participate

U.S. manufacturers of air conditioning and refrigerating equipment will have an opportunity to promote and sell their products at the U.S. Trade Center in Bangkok, Thailand, May 19-June 2.

The Trade Center has held two very successful local exhibits of this type equipment by U.S. firms already in the Thai market. The forthcoming exhibit is planned to introduce the products of manufacturers and suppliers not now operating in the Thai market, as well as to show new items of firms currently selling there.

### Some like it cool

Private market research and a market survey prepared for the Commerce Department's Bureau of International Commerce indicate that the accelerated tempo of Thailand's industrial, commercial and residential construction has created a large and growing demand for a variety of cooling devices.

A recent reduction in electricity rates is expected to stimulate wider use of electrically-powered equipment.

A preference exists for wall or window air-conditioning units of three-ton capacity or less because they are easy to install and maintain. Nevertheless, there is a good potential market for larger, centrally-operated cooling systems, particularly in new construction, such as factories, hotels, theaters and office buildings.

The domestic types of refrigerating units are most in demand. The rising level of per capita income is providing more money for such luxury items, creating an unusual degree of popularity for them.

There are some 11,000 business establishments in the country using domestic-type refrigerating devices. They can, and probably will, use commercial equipment in the future. Sales of commercial refrigerating units at the earlier exhibits reveal a potential market for these items for aggressive salesmen. In addition, there is a developing market for cold storage facilities and refrigerated transport equipment.

**Further details about international trade fairs and trade center shows may be obtained from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.**

The sales potential for U.S. goods is strengthened by the stability of Thai currency, ample gold reserves and foreign exchange and very liberal licensing and exchange controls.

The country's principal exports—rice, rubber and tin—earn sufficient foreign exchange to make possible rather large imports. Total imports rose from $288 million in the first half of 1963 to more than $327 million in the same period of 1964. The U.S. share of this market has been steadily increasing.

**Write:** Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or contact any of the Department's 42 Field Offices.

## Food, wines, other products to be exhibited in Portugal

The Industrial Association in Oporto will sponsor the 1st International Alimentary Trade Show during the latter part of October.

Foodstuffs, wines, confectionery products, fruits, and machinery and accessories related to the food industry will be on display at the Palacio Cristal in Oporto.

**Write:** Asociacao Industrial Portuense, Rua de Mousinho da Silveira 228, Oporto, Portugal.

## Aeronautics show new at Saar fair

The 16th International Saar Trade Fair, featuring an aeronautics exhibit which may be of special interest to U.S. exporters, will be held May 8-16 in Saarbruecken, Germany.

The fair annually attracts more than 1500 exhibitors and 300,000 visitors. Exhibits include mining and construction machinery, colliery and foundry equipment, factory tools and equipment, climate control plants, office machines and supplies, household furnishings, foods, home appliances, sporting equipment and store and restaurant equipment.

The aeronautics exhibit, new this year, is designed to meet Europe's rising interest in private aircraft for business and pleasure uses and a growing market for new and used executive-type planes. The exhibit will include all types of planes, helicopters and gliders, as well as parts and accessories.

**Write:** Saarmesse GmbH., Messenelaende, Saarbruecken, Germany.

## Technical Fair in Belgrade to be held May 24-June 2

The 9th annual Technical Fair will be held in Belgrade May 24-June 2. U.S. firms interested in exhibiting must apply by March 1.

The show will feature products of the machine building, metal processing, electric, electronic, mechanics, optic, metal, non-metal and chemical industries.

**Write:** Belgrade Fair, Vojvode Misica 14, Belgrade, Yugoslavia.

## Fall fashions to be featured at clothing fair in Germany

Fall and winter fashions will be featured May 2-6 at IGEDO fair in Duesseldorf—the international sales and fashion week for ladies', girls' and children's clothing.

Spring and summer fashion will be demonstrated at the following IGEDO, Nov. 3-7.

The last show, held last Oct. 25-29, drew 24,000 buyers. The U.S. exhibit, according to the Consulate General in Duesseldorf, was the "largest and most diversified collection of women's clothing the United States has ever shown in Europe."

# Ordered at Frankfurt T.C.—

# Shipped from Greenville, S.C.–

# Delivered in 50 hours

FRANKFURT—the order is placed

GREENVILLE—Shipment leaves the factory and (right) is loaded by Eastern Air Lines

NEW YORK—(below) TWA picks up the shipment

NEW YORK—Ready for departure

FRANKFURT—(below) Unloaded at Frankfurt/Main

# Air lines speed Trade show order to German agent

## Greenville, South Carolina firm delivers first part of $42,000 order 2 days after making sale

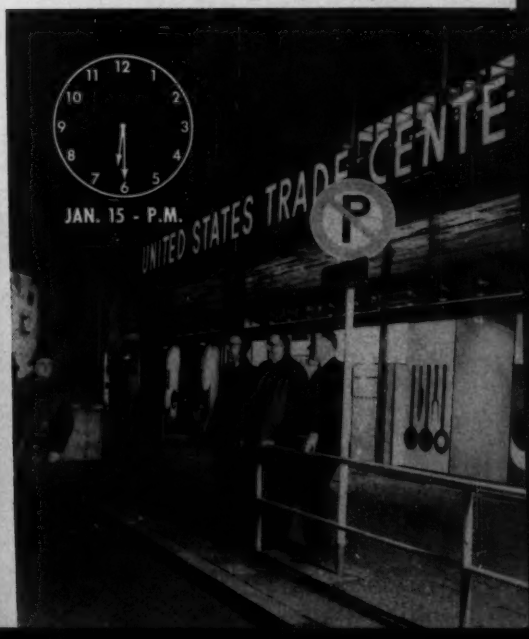
Werner Niggemann, newly appointed agent in Germany for Barbecue King, Inc. of Greenville, South Carolina, placed an order for more than $42,000 worth of equipment at 4 p.m. on January 13th. On the evening of the 15th he watched as the first portion of the shipment, two $945 ovens, were unloaded at the Frankfurt Trade Center.

The machines were already sold, and will soon be installed in the modern kitchen of the newly constructed St. Josef Hospital.

Eastern Air Lines picked up the two cases at Greenville at 6:58 p.m. January 14th and flew them to Newark. They moved by truck to Kennedy International Airport where they were loaded aboard a TWA freighter flight to Frankfurt. They were unloaded in Germany at 4:50 p.m. on the 15th, and moved again by truck to their destination. Elapsed time from the placing of the order to delivery of the goods was just over 50 hours.

Barbecue King, Inc. was one of 35 participants in the Institutional Catering Equipment Show held at the U.S. Trade Center in Frankfurt January 13th to 20th.

FRANKFURT—Fifty hours and thirty minutes after the order was placed, President R. G. Wilson of Barbecue King and Trade Center officers watch as first shipment is unloaded for display prior to installation soon at the new St. Josef Hospital.



# Factory equipment display in London draws buyers, press

## One firm at Trade Center show reports sales totaling thousands

Exhibition areas were crowded from start to finish of the factory and office maintenance equipment show at the London Trade Center Jan. 19-29.

At the end of the first week, 21 U.S. manufacturers reported orders amounting to $13,800. Of the 433 visitors, 369 represented the trade.

The Advance Floor Machine Co. reported the outstanding response, according to the U.S. Embassy in London. Their products brought sales totaling several thousand dollars.

More than 20 appointments for on-site demonstrations of truck-type power sweepers were reported by the Wayne Manufacturing Co.

Six firms were seeking distributors in the United Kingdom and reported negotiations underway with one or more prospective agents.

Several trade-promotion exhibitions are scheduled later this year to assist U.S. firms in developing U.K. markets.

Already scheduled at the Trade Center are shows featuring fruits and vegetables, Feb. 23-March 5 (Department of Agriculture); audio-visual equipment and training aids, May 4-14, and industrial design services, June 15-25.

**OPENING DAY** was crowded at the factory and office maintenance equipment exhibition at the Trade Center in London. Technical journalist (center) learns working details of electric-driven steam cleaner.

**HE POLISHED UP** the floor so carefully . . . for trade visitors and the B.B.C. The variety of U.S. products stimulated attention from buyers, the British trade and technical press, and radio interviewers.

# From clipper to computer

## Machinery is currently the leading item in 169-year-old U.S.-Philippine trade

By JOSEPH RAND
*Commercial Attache, U.S. Embassy, Manila*

The first U.S. vessel to arrive in the Philippines was the Astrea, a Yankee Clipper which sailed into Manila Bay in 1796 after a six-month journey from its home port of Salem, Mass.

JOSEPH RAND

In the following 169 years, trade between the countries has prospered, and today the United States is the Philippines leading trading partner. However, vigorous competition from Japan and from Western Europe has made substantial inroads into the U.S. share of Philippine imports. Pushed down to about 40% of the Philippine market, U.S. exporters are using every competitive tool at their command. The U.S. Government, with its export expansion drive and many newly adopted promotional techniques, has provided its own spur to exports.

With its population of more than 30 million increasing rapidly, annual imports by the Philippines may pass $1 billion within the next few years. The Philippines are an exceptional market, with almost no import or exchange controls to hamper the free movement of goods or remittances of dollars.

U.S. trade with the Philippines amounted to $665 million in 1963; imports of $343 million and exports to the Philippines of $322 million.

In the first 10 months of 1964, U.S. exports to the Philippines were 20% above the same period of 1963. The principal sales by the United States have been machinery (including electrical), transport equipment, textile yarns, fabrics and made-up articles, mineral fuels and lubricants, base metals, cereals and cereal preparations, dairy products, eggs and honey, textile fibers, explosives and miscellaneous chemical materials.

### Sales should jump

Machinery is the top Philippine import and purchases should rise sharply as the Philippines industrializes. Annual machinery imports of about $30 million a decade ago rose to almost $100 million in 1963, with the United States supplying the lion's share. First half 1964 figures reemphasize that the machinery category is an area of continuing opportunity.

The U.S. Department of Commerce has scheduled a trade and industrial development mission to the Philippines from Feb. 20-March 20, which will concentrate on machinery and equipment (including goods used in the commercial fishing industry). The mission will also provide expertise in finance, licensing and joint ventures. Prospects appear especially bright in food processing equipment, general machine tools, specialized machinery for mining and smelting, machinery and equipment for the manufacture of basic chemicals, and specialized equipment for the commercial fishing industry. Members of the Machinery Dealers Association of the Philippines are cooperating in the advance planning for the mission.

### Display your products

The U.S. Embassy in Manila will soon open a Sample Products Display Center, featuring a continuing and revolving display of all types of American products. The center will be available to any U.S. company. The leading U.S. machinery exports to the Philippines include:

**Machinery and appliances (other than electrical)**—U.S. sales were $21.6 million in 1962 and $28.4 million in 1963, and first half 1964 figures were about the same as 1963;

**Electric power and switchgear machinery**—U.S. exports to the Philippines were $6.3 million in 1962, $10.6 million in 1963, and held up well during 1964;

**Machines for special industries**—Philippine imports from U.S. went from $10 million in 1962 to $11 million in 1963, then jumped by almost 50% in 1964;

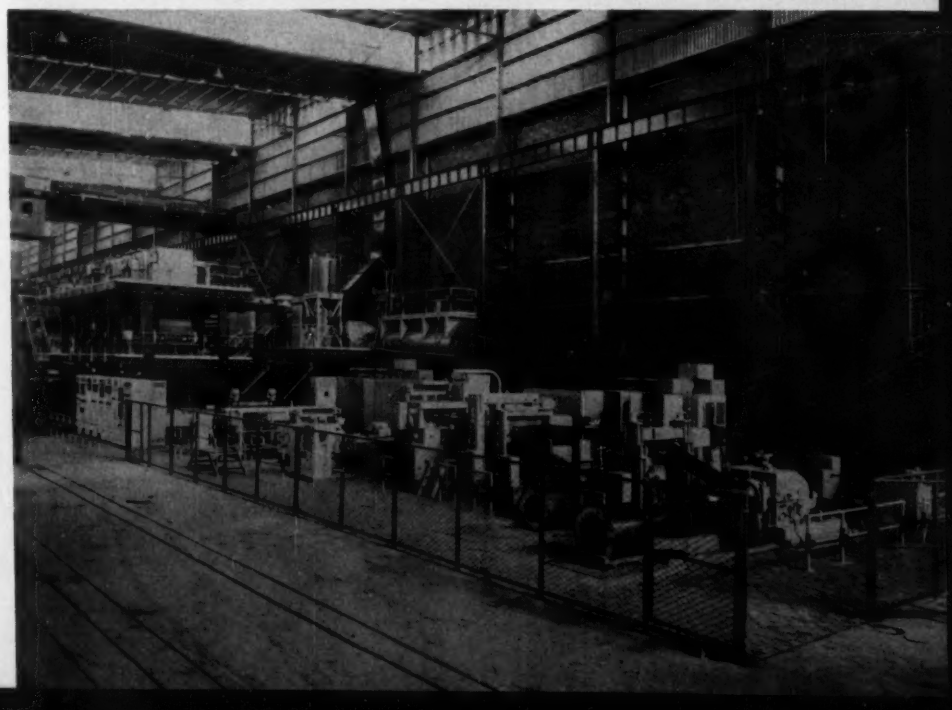
**Power generating machinery (other than electric)**—U.S. exports rose to almost $6.5 million in 1963, after 1962's $5 million total; first half 1964 totals were running 7% ahead of the same period of 1963;

**Textile and leather machinery**—first half 1964 exports of almost $2 million were about 33% higher than totals for entire year 1963.

Machinery is the thing in the Philippines. It is a great market for a variety of U.S. machinery and equipment.

From the large to the small and the entire range in between, from the simple to the sophisticated, American machinery and equipment can be sold in ever-increasing amounts in the ever-increasing market of thet Philippines.

BEGINNING of tinplating line at Elizalde Iron & Steel mill, the Philippines' first tinplating facility.



# All tastes lead to U.S.

## Mild recession fails to halt impressive gains by American-made imports in Italy

By THEODORE J. HADRABA
*Counselor for Commercial Affairs*
*U.S. Embassy, Rome*

"Some Northern Italians may not like to trade with a Southern Italian and some Southern Italians may not like to trade with a Northern Italian—but they all love to trade with the United States," said the old Roman businessman to the new U.S. commercial officer. The first part of this statement is debatable, but there is little doubt that most Italians have a natural affinity for many American products.

T. J. HADRABA

This simply means that the United States exporter possesses a basic psychological trading advantage in Italy. It is an asset which the United States has and which our competitors can scarcely buy.

Italy is not in a period of great prosperity. After expanding at a high rate for a decade, the Italian economy slowed down to a modest growth in GNP of less than 3% in real terms for 1964. Mild recession prevailed during much of the year.

Industrial production was spotty, with marked weaknesses in the construction and metalworking branches. Retail sales in non-food items were down by 10% or more, with a marked contraction in the sale of consumer durables.

The Government's anti-inflationary emphasis gradually shifted to a policy of encouraging cautious economic expansion in the closing months of 1964, by repealing the special automobile purchase tax, easing bank credit and changing the 30-day import payment limitation on selected goods to a 90-day limitation on all goods. Liberalized installment credit on a few items is also likely.

While some difficult problems remain, it appears that the Italian economy has "turned the corner." A moderate pickup in consumer spending is expected toward the end of first quarter 1965. Private investment, which was down considerably in 1964, should expand somewhat and recent measures to accelerate public investment will further boost total investment. An overall growth rate of between 3 and 4% is expected for 1965, with the rate of growth accelerating toward the end of the year.

United States trading interests should be able to improve their Italian sales in 1965. The rapidity with which the mild expansionist policies take hold will undoubtedly have a bearing on the composition of this trade.

Total imports from the United States topped $1 billion in 1963. U.S. shipments to Italy maintained this level through September 1964, registering $774 million for the first three quarters. This represented an increase of 2.8% over the same period for 1963.

THE SUPERMARKET is gaining popularity in Italy, broadening markets for U.S. goods. (ENIT Photo)

### Encouraging

While modest, this increase is encouraging in the light of the virtually stationary level of Italian imports. Moreover, West Germany—Italy's No. 1 trading partner and the principal U.S. competitor—saw its sales to Italy diminish by 2% during the same period.

Coal is Italy's largest single import from the United States and should show a 10% increase for 1964 over 1963 by topping $90 million. In power-deficient Italy this level can be maintained and improved if U.S. terms are fully competitive.

As the mechanical, automotive, building and natural-fiber textile industries are not expected to show substantial improvement immediately, their purchases of United States raw materials, semi-finished products, machinery and equipment for these sectors probably will not pick up for the first six months of 1965.

Cost reduction and plant modernization will probably be given increased em-

phasis. The accompanying new investments should result in new sales prospects for U.S. machinery and equipment firms as 1965 progresses.

The sales outlook remains good for raw materials, semi-finished products, machinery and equipment for industrial sectors which have remained active, especially those producing synthetic textiles and coal and oil derivatives. Prospects also appear good for telecommunications equipment.

The operation of the United States Trade Center at Milan have confirmed that American firms with unique or standard products offered on competitive terms can make great inroads on the local market even during a mild recession. This was especially evident at three shows last fall which featured advanced medical equipment, specialized machine tools and commercial laundry and drycleaning equipment.

Although Italy does not have full employment, the disappearance of domestic help in urban centers continues. While Italian, German and other competition is keen in many lines, there is plenty of room for U.S. labor-saving machines, automation equipment and many types of consumer durables.

In the past, many United States firms have unfortunately stopped with the initial sale. One highly successful American firm marketing automatic laundry equipment is a good example of what needs to be done to build and hold an Italian market. This company has trained an effective local sales force, gives thorough guidance to operators of the equipment, maintains strategically placed spare parts depots and crews for rapid repairs, and has developed and installed ancillary equipment (e.g., water softeners) to help insure maximum, trouble-free performance.

A SOLITARY U.S. made automobile (foreground) joins rush hour traffic along Rome's Via del Tritone. In most areas, however, Italian consumers display a marked preference for U.S. goods. (ENIT Photo)

## How to do it

1. Use modern advertising and other market techniques to introduce a new product
2. Make prompt deliveries from stocks on hand in principal consumption centers
3. Organize an effective local sales force
4. Extend credit terms customary locally
5. Use local units of measure
6. Develop sales literature in Italian
7. Establish skilled service organizations adequately stocked with replacement parts in strategic points
8. Design and adapt products to the taste and special needs of the local market.

The Italian consumer will probably continue to show a pronounced preference for U.S. pharmaceuticals, toys, household appliances (especially electrical convenience appliances), record-players and changers, hand tools, automotive and motorboat accessories, synthetic textiles, measuring and control instruments, and paints and varnishes.

The supermarket concept is gaining acceptance as part of the modernization of the distribution system and should boost sales of refrigeration and related equipment. Supermarkets should also expand the market for United States processed and frozen foods.

Rome's first supermarket specializing in U.S. products opened just before Thanksgiving Day. The management considers the venture a resounding success: "The shoppers are buying everything. They cannot resist the temptation of such a tremendous variety of products."

There are unquestionably many lines of potential United States export to Italy which need probing. For example, it was long considered useless even to explore the Italian market for household furniture. However, the Furniture Manufacturers' Trade Mission which visited Italy in November found a demand for furniture of "Colonial" or "Early American" styles, which is being met by Italian producers as well as by German, British and Dutch furniture manufacturers. See their report on pages 4-11.

JETTY at New Zealand's new Marsden Point Refinery can handle two 100,000-ton tankers at a time.

# 3 U.S. firms help to establish New Zealand's 1st oil refinery

## Installation will furnish about 90% of Dominion's requirements; ownership divided between N.Z. public, U.S. and British firms

The construction of New Zealand's first oil refinery represents the beginning of an industrial complex based on petroleum products. A further indication of New Zealand's drive to establish basic industry, this project will produce about 90% of the Dominion's petroleum requirements.

Marsden Point, Whangarei on the North Island is the site of the $28 million refinery.

The New Zealand Refining Co., Ltd. (NZRC) was formed in 1961 to own and operate the refinery. Its ownership is divided between a consortium of three U.S.-based oil companies, which own 45%; two British subsidiaries; and shares held by the New Zealand public.

Each of the oil companies participating in the consortium has executed a processing agreement with the NZRC. Under these agreements the refining company will charge the oil companies a refining fee based on the difference between the value of the manufactured products and the value of the feedstock required to manufacture them. These values are related to the world posted prices for crude oil and finished products, together with appropriate freight and insurance charges.

### To each his own

Each company in the consortium will import its own supplies of crude oil. The NZRC merely processes each company's oil and distributes the finished products for a fee.

Although small by world standards, the refinery, which employs about 200 people, has been designed principally to serve the domestic market. The refinery has an initial annual capacity of 1.15 million tons of gasoline (regular and premium), 490,000 tons of diesel and 520,000 tons of fuel oils, and 120,000 tons of bitumen. Some refined products will be exported, primarily diesel and fuel oil, as the New Zealand market requires proportionately more gasoline and less fuel and diesel oils than most other nations.

Based on a projected 4.8% annual increase in consumption, the oil refinery has been designed to meet the Dominion's needs until 1967, when expansion will be considered. New Zealand's demand for petroleum products was 46,000 barrels a day in 1963, but daily demand is expected to exceed 60,000 barrels by 1970. The Marsden Point refinery will process about 550 million gallons of feedstock during its first year of operation: 5% gasoline; 22% diesel oil; 21% fuel oil; and 3% bitumen.

### Specialties still imported

Aviation fuels, kerosene and lubricants will still be imported from Australia because each of these products requires a separate refining process and demand for them is comparatively small.

The core of the refinery is the 329-foot chimney. The main installations include the primary distillation unit, catalytic reformers, hydrodesulphurizer, gasoline treater, and bitumen manufacturing facilities. Fifty-one tanks of varying sizes with a capacity of 110 million gallons have been constructed to hold crude oil, refined products and water.

The safe, protected, deep water harbor facilities enable tankers of up to 100,000 tons dead weight with a full draft of 49 feet to be handled. The jetty can moor two such modern tankers. Additional berths, though designed to handle the smaller tankers distributing refined products, can accommodate the larger crude oil tankers. Other facilities include water supplies sufficient to meet the 250,000 gallon daily needs and a 10,000 k.w. substation for fulfilling the electrical power needs of the refinery.

The locally refined products are not expected to affect local price levels. The main economic justification for the construction of a local refinery is the substantial saving in overseas exchange. The first year operations of the refinery will result in savings of an estimated $9 million in overseas payments, and savings of $17 to $20 million once the plant reaches full operation.

Additional savings of foreign exchange may result from using the limited supplies of indigenous feedstock.

# Colombian balance of payments problem clouds 1965 outlook for U.S. trade and investment

## 1964 was good year for business, and confidence remains high despite financial troubles; barter trade picks up momentum

By GEORGE A. ELLSWORTH
*Commercial Attache*
*U.S. Embassy, Bogota*

The 1965 outlook for U.S. exports to Colombia is uncertain.

The main factors affecting imports are Colombia's chronic balance of payments difficulties, trade policies which discriminate against U.S. imports, continuing problems in the import licensing agency and a cautious reaction by the business community to financial measures taken by the Government towards the end of 1964.

ELLSWORTH

On the other hand, business and industry fared well during the year, with some earnings records and confidence strong despite the above factors.

The investment picture was also mixed in 1964, with more of the same indicated for 1965. A series of new plants began production during the year, and some plans for expansion or new ventures were announced. However, investment activity seemed lower than in preceding years.

The balance of payments problem will dominate Colombia's 1965 trade picture. A continuing scarcity of foreign exchange during 1964 prompted increased trade with countries having "compensation" or barter type commercial arrangements with Colombia. By the end of the year, such trade had risen to about $40 million, and will probably increase still more.

### Extends treaty

Colombia extended her compensation treaty with Spain for 3 more years in November. Spain is the major trading partner in this type of arrangement, and expects to sell $180 million in exports under the agreement. Colombia is reportedly negotiating other agreements with Israel and Japan.

The pattern of such commerce in the past shows that many items entering the country under compensation and barter arrangements tend to displace similar American goods which are barred from competing in the market through the import licensing mechanism.

Official promises were made in early 1964 that this type of trade would decrease, and assurances were also given that discrimination toward imports from the United States resulting from these arrangements would be discontinued.

### U.S. share drops

The U.S. share of Colombia's $454 million export market dropped from 52 to 50% in 1964.

The series of Colombian financial measures taken late in 1964 to remedy the balance of payments situation will also undoubtedly affect the flow of U.S. exports.

The Government issued a regulation on January 2, requiring purchasers of import dollars to show evidence of actually having received goods from abroad for which payment is due before being able to obtain certificate exchange. Aimed at preventing an abnormal level of purchases, the measure also prescribes that a deposit (in pesos) of 95% of the import's value be laid down 20 days before the exchange is issued.

The Government established rigid limitations on personal imports by travelers, virtually closing the free port of San Andres. Strong measures to deal with contraband were also enacted, along with further restrictions on domestic credit. Public opinion generally feels the measures were justified and even overdue. However, their effectiveness will depend on the degree of enforcement by agencies such as the superintendency of Foreign Commerce.

The Superintendency was created last July by a decree which amalgamated the several agencies dealing with foreign trade matters. At the time it was hailed as a cure for practically all of the ills arising from the administration of import controls, but it has been plagued with difficulties of various sorts. The main one has been securing qualified personnel, especially for the position of Superintendent of Foreign Commerce, who also heads the import licensing body. The incumbent in this crucial position has been in office only three months.

### AID tries new system

To assist Colombia in controlling imports while making the best possible use of development resources, the Agency for International Development (AID) has agreed to establish a system of imports with prior notice to exporters (commonly known as forward procurement) with AID funds. An initial allotment of $10 million was set aside for this program in December.

Ideally, this will permit U.S. Government financing of specific goods selected by mutual agreement and ensure fair access of American manufacturers to the Colombian market. A still larger share of the AID funds loaned to Colombia in 1965 will move under this system.

The forward procurement system will also associate U.S. policies more closely with the private sectors of both countries. This trend toward closer association with private interests should affect private U.S. investment in Colombia as well as trade between the two countries.

Several programs developed by the U.S. Government to promote foreign investments are already well known: local currency loans under AID's Private Investment Fund and under the Cooley Law amendment to Public Law 480; the Investment Guaranty Program, and the AID program of financial help for feasibility studies.

### Cooley loans help

Cooley Loans will probably spur American production activities in Colombia, since a new PL 480 agreement signed in October is expected to make about $2 million in local funds available for lending to U.S. investors during 1965.

The new Colombian Customs Tariff which went into effect on January 1 should give investors a better idea of how much tariff protection they can expect for their industrial enterprises. The settlement of some pending tax matters between the Government and the private petroleum companies would also give potential investors a clue to the type of tax treatment they can expect.

U.S. trade and investment prospects in Colombia for 1965 are uncertain, but the Colombian Government's measures to ensure orderly economic development are encouraging.

# World Bank cleared $67 million during 1st half of fiscal '65

The International Bank for Reconstruction and Development (World Bank) has reported a net income of $67 million in the first six months of the current fiscal year. As of Dec. 31, the Bank had reserves of $894 million.

Gross income was $129 million during the six-month period. Expenses totaled $62 million and included $51 million for interest, issuance and other expenses connected with the Bank's funded debt.

During the period, the Bank made 16 loans totaling $421 million in the Republic of China, Finland, Gabon, Japan, Morocco, Nigeria, Paraguay, Philippines (two loans), Rhodesia and Zambia, Sierra Leone, Spain, Thailand, Venezuela (two loans) and Yugoslavia. This brought the total number of loans to 402 in 74 countries and territories, and raised the gross total of commitments to $8,352 million.

By Dec. 31, as a result of cancellations, exchange adjustments, repayments and sales of loans, the portions of loans still retained by the Bank had been reduced to $5,484 million.

Disbursements on loans were $303 million, bringing total disbursements to $6,287 million. Repayments of principal received by the Bank amounted to $63 million.

On Dec. 31, the outstanding funded debt of the Bank was $2,484 million, reflecting a net decrease of $7.5 million in the past six months.

Three countries increased their capital subscriptions to the Bank—the Dominican Republic by $5.3 million to $13.3 million, the United Arab Republic by $35.5 million to $142.1 million and Honduras by $2 million to $8 million.

On Dec. 31, 1964, the subscribed capital of the Bank amounted to $21,228.8 million.

**OPTICAL INSTRUMENTS**

Medium sized manufacturer of optical lenses, photoelastic instruments, special microscopes and centering instruments, materials testing and measuring instruments and optical components is interested in licensing arrangement with U.S. manufacturer of optical measuring and testing instruments.

**Write:** Dr. Heinrich Schneider, Optotechnische Fabrik, Bad Kreuznach, Germany.

### Extension

The validity periods of expiring export licenses covering shipments from any port affected by the longshoremen's work stoppage are receiving automatic extensions. The period of grace has been extended to the last day of the month following the month in which the strike terminates.

The formal announcement, appearing in the Bureau of International Commerce's Current Export Bulletin No. 906, says:

"The validity period of any validated export license which covers an exportation to be made by water from any port affected by the work stoppage of longshoremen, and which expires during any month while this work stoppage is in effect, is hereby extended to the last day of the month following the month in which such strike terminates."

## U.S.-German book trade hit new highs during '64

German imports of books from the United States increased significantly during the first nine months of 1964, according to a recent report of a German book publishing trade association.

Germany imported $940,250 worth of U.S. books in this period, while selling $3.8 million in the U.S., or 13% of their total book exports. U.S. book imports were 6.8% of the total German figure, compared to 4.9% in 1963.

A total of 25,673 titles were published in Germany, with significant increases occurring in languages and literature, geography and ethnology, travel, maps and atlases. Total production of children's books and books dealing with sociology also grew significantly.

## U.S., Honduras retain income tax convention

The income tax convention between Honduras and the U.S., scheduled to terminate Dec. 31, 1964, will remain in force through 1965.

The convention has been in force since Jan. 1, 1957. Honduras has requested further time to reconsider its position because of the technical character of the convention.

Certain differences that have arisen between the parties in interpretation of the treaty are still unresolved.

## Iraq sets time limits for license applications

The Government of Iraq has designated certain periods of the year for issuing import licenses for specified products in 1965.

Import license applications for the following goods were accepted only from Jan. 1 through Jan. 15:

Cotton, woolen, silk and nylon piece goods, cotton and silk clothing, cotton undershirts, air conditioners and parts, air coolers, water coolers, refrigerators and electric fans.

Import license applications for the following goods will be accepted only through Feb. 15:

Curtain and upholstery fabrics, woolen clothing, sporting goods, carpets, cosmetics, tooth paste, musical instruments, imitation jewelry, paints, bicycles, perambulators, electrical appliances, radios, TV sets, stoves, water heaters,

Sewing machines, batteries, chandeliers, barbers' supplies, glassware, chinaware, utensils, tableware, watches, clocks, bookbinding, plastic sheets, liquors, fruit juices, preserves, and used clothing.

Applications for licenses to import other commodities will be accepted at any time of the year.

## France removes obstacle to bakery development

The French Government has removed a major obstacle to the development of industrial bakeries in France. A Government decree abrogates a 1954 regulation requiring that establishment of new bakeries be subject to the approval of a commission composed in half of representatives of small bakeries.

That requirement reportedly had a restrictive effect on the creation of industrial bakeries in France, with the result that only 2 to 3% of bread now is being produced by industrial methods, compared to 34% in Germany, 50% in Austria, 60% in the Netherlands and 75% in the United Kingdom.

**SUGAR BEET MACHINERY**

Firm seeks license to manufacture sugar beet harvesting equipment, sugar mill machinery.

**Write:** Felipe Urbon, S.A., Calvo Sotelo 11, Medina de Rioseco (Valladolid), Spain.

Manufacturer seeks license to produce line of brake linings for automobiles, trucks.

**Write:** Curtidos 7 Tejidos Industriales, Primo de Rivera 2, Benetuser (Valencia), Spain.

# India revises licensing procedures to attract more foreign investment

## Letters of intent to be issued directly to investors; 22 priority industries approved by Govenment

In an attempt to attract more foreign private capital, India has revised its industrial licensing procedures to allow issuance of letters of intent directly to foreign investors.

Letters of intent are approvals, in principle, of applications for industrial licenses and are issued by the Licensing Committee, Ministry of Industry, New Delhi, India, to which applications may be addressed.

Formerly these letters were issued primarily to Indian entrepreneurs.

The projects submitted must be limited to 22 priority industries approved by the Government.

These industries are pig iron, alloy steel, ferrochrome and other ferro alloys except ferromanganese and ferrosilicon; malleable iron castings, steel castings and steel forgings; heavy structurals; industrial machinery and cranes; machine tools, including small tools, dies, jigs and fixtures; automobile ancillaries; coated abrasives;

Electric winding wires; fertilizers; sulphuric acid; caustic soda and soda ash; rubber chemicals; petrochemicals, including synthetic rubber; pesticides; paper and paper board; cement, and cellulosic pulp.

### Conversion into industrial licenses

The letter of intent may be converted into an industrial license only after the Indian company is formed. Foreign investors in Indian companies are still limited to minority equity participation, except in very special cases.

Foreign investors unable to locate suitable Indian partners will be assisted by Indian financial institutions, especially the Industrial Development Bank, in finding rupee financing.

The Government also announced a time schedule for processing new applications to establish industrial projects. Applications for letters of intent will be approved in one month from receipt of application, provided there is no obvious objection to the project.

Issuance of the industrial license will follow within two months, provided all Government conditions are met.

Industrial licenses are not required unless the fixed assets of the undertaking—investments in land, buildings and machinery—are in excess of $525,000.

Other approvals to be obtained by investors are the consent of the Government for issue of capital stock in excess of $525,000; licenses for the import of capital equipment and machinery; the Reserve Bank of India approval on foreign exchange aspects of the proposed investment, and a certificate of incorporation from the Government.

# ECSC sets quotas on iron, steel imports from third countries

Tariff quotas have been published for certain iron and steel products imported from third countries into Member States of the European Coal and Steel Community.

These products must not be reexported within the Community in the same condition in which they were imported. The quotas effective upon date of notification to each government are valid through June 30 and Dec. 31, respectively.

The following lists show the Common External Tariff numbers, products, EEC countries, quotas in metric tons, reduced duty rates in percent ad valorem and, in parentheses, the out-of-quota rates applicable to the products in question by virtue of the High Authority Decision effective Jan. 15, 1964, which raised all ECSC member-country rates except those bound in GATT to the higher Italian levels:

**Valid through June 30:**

7301DI—Pig and cast iron with 0.3 through 1% titanium and 0.5 through 1% vanadium, all ECSC countries, unlimited, 1(5); ex 7308A; ex 7308A—Coil for cold rolling, open-hearth or basic-oxygen-furnace, 700-1,000 mm. wide, 1.8-2.2 mm. thick, Italy, 25,000 m.t., 5(7/9);

7313A—Electrical steel sheet with wattage loss of not over 0.75% per kg., whatever their thickness (grain-oriented sheets), Federal Republic of Germany (F.R. Ger.), Italy, Netherlands, 1,000, 900, 400 m.t.), respectively, 3(12); 7315BVIa1—Alloy and high carbon electrical steel sheet, ditto, F.R. Ger., Italy, Netherlands, 1,000, 900, 400 m.t., respectively, 3(12);

ex7315AIVb—Special wire rod for the tire industry, fine carbon steel, simply hot rolled, diameter 4.5-6 mm. and carbon content 0.62-0.74%, for Belgium 0.85%, F.R. Ger., Belgium, France, Italy, 200, 4,000, 3,000, 2,500 m.t., Free (10%);

ex7315AIVb—Special wire rod for making springs and piano-spring type wire, being fine carbon steel, simply hot rolled, diameter 4.50—13 mm., with 0.60—1.05% carbon, 0.05% or less sulfur and phosphorus combined, 0.10—0.25% silicon, 0.1% or less of all other components combined, except manganese, F.R. Ger., Belgium, France, 4,000, 500, 1,200 m.t. respectively, Free (10);

ex7315BIIIa—Coil for rerolling into special alloy sheet, containing by weight under 0.6 and over 10% carbon, aside from other alloying elements (stainless steel), annealed and pickled, width from 900 excl. through 1,300 mm., up to 6 mm. (for Belgium, 200 m.t. of the quota importable under tariff No. 7308A), F.R. Ger., Belgium, respectively, 3,-500, 1,500 m.t., Free (8);

ex7316AIIb—Used rails for rerolling, France, 10,000 m.t., Free (10); 7316AIIB—Used rails, all ECSC countries, unlimited, 6(10).

**Valid through Dec. 31:**

ex7308A—Coil for rerolling, over 600 mm. but under 1.50m. wide, F.R. Ger., 307,000 m.t., 5(7); 7308B—Coil for rerolling, 1.50m. or more wide, F.R. Ger., 12,000 m.t., 6(9); ex7310AI—Wire rod for making electrodes, containing by weight under 0.035% of sulfur or phosphorous and under 0.05% of both elements combined, F.R. Ger., 12,000 m.t., 6(8);

7313BIVe2—Sheet of ordinary steel clad with nickel, monel or "colclad" stainless steel, Netherlands, 140 m.t., 6(10); ex7315-AIVb—Fine carbon steel bars, F.R. Ger., 716 m.t., 6(10); ex7315AV—Hoop and strip, fine carbon steel, low in phosphorous and sulfur content, F.R. Ger., 2,800 m.t., 6(10);

7315BIb2—Alloy steel blooms, billets, slabs, bars, F.R. Ger., 4,200 m.t., 4(6); 7315BIIIb—Alloy steel flat billets, F.R. Ger., 306 m.t., 6(8); ex7315B—Ballbearing steel, F.R. Ger., 7,000 m.t., 6(8);

ex7315BIVb—Wire rod and bars of stainless steel, F.R. Ger., Netherlands, 1,200, 300 m.t., respectively, 6(8); ex7315BIVb—Wire rods and bars of high speed steel, F.R. Ger., 70,075 m.t., respectively, 6(8); ex-7315BIVb—Alloy steel hollow bars coated inside with stainless steel, France, 700 m.t., 7(8);

ex7315BIVb—Bars of alloy tool steel, except high speed, containing by weight, in percent, either: a min. of 0.60 carbon; under

0.04 of sulphur or phosphorus, separately; under 0.07 sulfur and phosphorous combined; a max. of 2 manganese; a max. of 1 silicon; under 12 chromium; a max. of 10 tungsten; a max. of 1 vanadium; a max. of 5 nickel; a max. of 1 molybdenum; a max. of 2 cobalt, or: a max. of 13 chromium but over 1 carbon, F.R. Ger., 110 m.t., 6(8); ex7315BVa—Hot rolled hoop and strip of low alloy steel, as follows (percent of weight): carbon 0.14-0.19; silicon, 0.15-0.35; manganese, 1.0-1.3; sulfur 0.035 max., chromium, 0.80-1.1, F.R. Ger., 110 m.t., 6(8); ex7315BVIb1—Sheet of high speed, high alloy steel (simply hot rolled), F.R. Ger., 150 m.t., 6(8).

# Indonesia adjusts tax rates to stimulate production, raise revenue, curb inflation

## Corporation rates revised downward to advantage of small business; Government hopes to provide incentive for increased investments

Indonesia has made a major revision in tax rates on business profits, personal income, property ownership and other internal taxes.

This is the first significant change in direct taxation since 1960. The changes are designed mainly to adjust laws to account for substantial inflation, to stimulate production in the hope of increasing revenue, and to simplify collection.

Corporation tax rates have been revised downward so that a small business earning no more than Rp. 2.5 million pays only a 10% tax.

Under the previous regulation only new companies less than five years old and earning less than Rp. 500,000 were taxed at a rate below 40% while established companies were all taxed at rates ranging from 40 to 52.5%; the highest rate applied to all income over Rp. 2.5 million.

Now only businesses earning more than Rp. 500 million must pay at the highest rate of 52.5%. The Government hopes the rate reduction will provide an incentive for increased production and investment.

### Pay-as-you-earn plan

In addition to reduced rates. an experimental pay-as-you-earn plan has been introduced which will enable the Government to collect the tax earlier and will ease the burden on the companies of a single payment at the end of the year.

Companies will receive a provisional assessment during the tax year based on the taxable profits assessed the previous year. This tax assessment must be paid in installments during the remainder of the year.

Drastic changes have been made in the personal income tax by raising substantially basic exemptions and reducing the tax rates.

The minimum taxable income is raised from Rp. 18,000 a year to Rp. 180,000 for the taxpayer himself (in addition a Rp. 3,000 exemption is granted each taxpayer making a total exemption for the bachelor taxpayer of Rp. 183,000) plus Rp. 84,000 for each legal wife and Rp. 60,000 for each family dependent up to a maximum of 10.

This change will exempt from taxation a large number of medium-income taxpayers, many of them from rural areas. The steeply progressive rates formerly applied to incomes eligible for taxation are also eased. The maximum 75% rate (on taxable incomes over Rp. 1.8 million) has now been reduced to 40% (on taxable incomes over Rp. 24 million) the initial rate is 10%.

The Government hopes the lower tax rates will discourage tax evasion and raise tax revenues.

### Investment incentives

Income and profits derived from enterprises in two categories are to be exempt from taxation for limited time periods.

New undertakings by "national capital" in agriculture, estates, fisheries, cattle breeding, mining and manufacturing may be exempted for a maximum of three years following the start of production, provided this does not go beyond five years after issuance of the permit for the undertaking.

Production sharing ventures (involving foreign and Indonesian capital) may be exempted while foreign credits are being repaid from output, within a maximum time limit of five years. This second provision continues an exemption begun in 1963, while the exemption of new enterprises begins in 1965. Previously there was a mild reduction in the tax rates applied to new enterprises.

Along with complete exemption from taxes of approved new enterprises noted above, an investment incentive is provided for existing enterprises in these same activities if they increase their investment.

In this case corporation and income taxes will be reduced, although the law does not spell out the amounts of such reductions in tax liability.

The Minister of Revenues, Finance and Supervision, with the approval of the Coordinating Minister of Finance, not only decides on the eligibility of firms for tax reduction (as with tax exemption) but also determines the amounts of the reduction.

### Other tax changes

A change in property tax has been made to allow for increased property values as a result of inflation.

The tax assessment will now be on values above Rp. 25 million instead of Rp. 300,000. The revenue stamp tax, a kind of sales tax, has been increased to augment revenue as well as to adjust to inflation.

The cost of official stamps required on a great many documents in Indonesia, including receipts for retail sales of most goods, has been increased about 10 times.

Except in unusual circumstances, purchase and maintenance of passenger and utility cars and other luxuries are no longer deductible as business expense.

A new tax on the import and transfer of luxury and semi-luxury goods has also been introduced. The entry of both types of goods is subject to a 10% tax while their transfer requires a tax payment of 30% for luxury goods and 20% for semi-luxury items.

## Pakistan requires labeling of chemical, drug products

All dyes, chemicals and pharmaceutical products imported into Pakistan should be marked with a full description of the product, including quality and code numbers.

According to a recent notice issued by the Collector of Customs in Karachi, chemicals and drugs not so marked will be delayed in clearance through customs, pending chemical analysis by the Custom House Laboratory.

The marking may be on labels affixed to the containers or on tags attached to the containers.

## Wheat imports restricted

The Government of Singapore has imposed additional quantitative restrictions on the import of wheat flour. Quotas to import wheat flour for the first quarter of 1965 are to be limited to 50% of the importer's quota for the last quarter of 1964. Imports of wheat flour were placed on a specific import license basis in December 1963.

# Indians seek partners

## Requests come in for U.S. technical, financial aid, machinery, other materials

### Chemical manufacturer asks for assistance in expansion

An Indian manufacturer of heavy chemicals interested in expanding its existing production facilities seeks a joint venture arrangement with a U.S. firm to assist in this expansion.

The Indian firm presently is engaged in manufacturing sodium bichromate, potassium bichromate and Glauber's salt calcined. It has been issued an industrial license by the Indian Government to expand the capacity for the manufacture of sodium and potassium bichromates and to manufacture 1,800 tons of chrome tan crystals, 540 tons of chromic acid, 120 tons of chromium oxide green and other chrome derivatives a year.

To undertake expansion, the firm wishes to obtain U.S. technical know-how. In addition, it expects the U.S. participant to finance the importation of equipment needed for the project.

Raw materials required are available locally as are land, water supply and electric power.

**Write:** Golden Chemicals, Pvt., Ltd., "Tobacco House," Vile Parle, Bombay 56, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2819-3-H, Department of Commerce, Washington, D.C. 20230.

### U.S. collaboration requested for printing machine production

An Indian firm currently producing steel furniture for office, home and hospital use wishes to expand its operations by including the manufacture of rotary and platen type printing machines and is interested in concluding a joint venture arrangement with a U.S. firm.

The Indian company has not yet prepared a report listing exact specifications but seeks the collaboration of an interested U.S. manufacturer to advise and assist in this detail.

However, the firm has in mind the manufacture of power and manually operated platen presses, of the parallel impression type with disc-inking and a small size rotary machine, single color, offset with an automatic feeding arrangement.

Until the project report is completed it is not possible to specify the exact extent of U.S. collaboration sought, but the firm needs both financial and technical assistance including the supply of the necessary manufacturing equipment.

**Write:** Dwivedi's Steelmade, Pvt., Ltd., 230 Dr. A. Besant Rd., Worli, Bombay 18, India.

For more information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3555-3-H, Department of Commerce, Washington, D.C. 20230.

### Textile chemical producer seeks U.S. financial help

One of India's leading producers of textile auxiliary chemicals with two plants in the Bombay area is interested in a joint venture with an experienced U.S. manufacturer of textile chemicals to permit expansion of current activities.

This collaboration would require financial participation on the part of the U.S. firm to the extent of the cost of imported machinery and equipment, as well as technical know-how.

As the venture calls for expansion in the same area of production, an industrial license is not required.

The firm, established in 1936, manufactures anionic, non-ionic and cationic surface-active agents for the insecticide, paint and printing ink industries, as well as raw materials for the synthetic detergent and cosmetic industries.

Expansion plans include construction of a plant already begun, with an annual capacity of from 300 to 600 metric tons of ethylene oxide.

This production will be used by the firm for obtaining non-ionic and other surface-active agents by reacting ethylene oxide with fatty acids, fatty alcohols and alkyl phenols. The resulting surface-active agents will be used as raw materials in the manufacture of textile auxiliaries, emulsifiers for the insecticide industry, and emulsifiers and lubricating oil additives for use by oil companies.

**Write:** Bureau of International Commerce, Office of International Investment, File 4-2818-5-H, Department of Commerce, Washington, D.C. 20230.

### Diversified, expanded operations planned for Bombay company

A long-established Bombay manufacturer of ethical pharmaceuticals and pharmaceutical fine chemicals with its own selling organization is interested in obtaining U.S. financial and technical assistance to expand and diversify its production of fine chemicals and drugs.

The firm proposes to manufacture annually 100 tons of thiacetazone synthesis; 50 tons of anthelmintics (piperazine and derivatives) synthesis; 50 tons of caffeine synthesis; five tons of riboflavine synthesis, five tons of vitamin B6; five tons of pantothenate synthesis; 20 tons of ephedrine synthesis; 10 tons of pantothenate synthesis; 30 tons of theophylline and salts synthesis; 200 tons of M-Aminophenol synthesis; 30 tons of synthesis of d1-Methionine and choline; 20 tons of lysine synthesis.

The U.S. firm would be required to furnish technical know-how including the service of technicians and to finance machinery and equipment for the project not available locally.

Details and amount of participation in the venture are to be worked out through mutual negotiations.

It is reported that, except for lysine and dl-Methionine and choline, the production of all of the above listed drugs were included by the Indian Government in its Third Five-Year Plan (1961-1966). No manufacturing facilities have been created or are licensed to be created in the country.

**Write:** Chemo-Pharma Laboratories, Ltd., 75 Dr. Annie Besant Rd., Worli, Bombay 18, India.

For some additional information, **Write:** Bureau of International Commerce, Office of International Investment, File 4-2834-10-H, Department of Commerce, Washington, D.C., 20230.

# Fertilizer plants needed in Viet-Nam

Construction of fertilizer manufacturing plants is considered one of the most feasible investment opportunities for private industry in Viet-Nam, at the present time.

This conclusion is fully supported by U.S. operations Mission specialists now serving in Viet-Nam.

Two fertilizer plants with a total annual output of approximately 150,000 tons are urgently needed.

Vietnamese imports of fertilizer, including both commercial and U.S. aid-financed imports, have been rising rapidly. In 1961 Viet-Nam imported 123,677 metric tons valued at $7 million. In 1963 the total increased to 300,876 metric tons with a total value of $21.2 million.

At present, domestic manufacture of fertilizer is minimal. Current domestic consumption is considerably above production.

As a result of the emphasis in Viet-Nam on increased use of fertilizer to increase crop yields and the construction of several sugar mills in the next two years fertilizer requirements can be expected to continue to rise sharply.

Exact requirements for construction of fertilizer factories are difficult to obtain. Estimated cost of construction of a plant with annual capacity of 80,000 tons—considered as the optimum size for a plant of this nature—is $30-35 million.

The Viet-Nam Ministry of Economy suggests that if a nitrogen fertilizer plant were constructed near Nha Trang in Central Viet-Nam, it would benefit from the presence of cheap power from the Da Nhim Dam (80,000 kilowatts installed capacity) and an oil refinery to be built nearby.

**Write:** Au Ngoc Ho, Director General of Industry, Mining and National Handicrafts in the Ministry of National Economy, Saigon, Viet-Nam.

For more information, **write:** Bureau of International Commerce, Office of International Investment, File 3-2871-3-H, Department of Commerce, Washington, D.C., 20230.

## Pakistani wants U.S. help in producing disinfectants

A Karachi firm is seeking U.S. financial and technical assistance to manufacture napthalene balls, household disinfectants and insecticides.

The incorporators of the firm, who own a one-acre plot of land in an industrial estate at Kotri, a town near Hyderabad, plan to set up a plant to produce insecticides and pesticides, with an annual production of 950 tons.

The U.S. partner would provide technical know-how and the necessary machinery and equipment for the plant. The share in equity and management, profits and dividends, can be agreed upon through negotiations.

Total investment is estimated at approximately $156,000 of which the U.S. share would be about $52,500 for the importation of machinery.

Present demand for napthalene balls is reported to be about 300 tons annually but because of the rising standard of living this demand is expected to rise to about 600 tons. Demand is also reported to be very high for household disinfectants and insecticides.

**Write:** Bureau of International Commerce, Office of International Investment, File 4-2842-1-H, Department of Commerce, Washington, D.C., 20230.

## Central American study on investment available

A recent study, Central American Common Market: Opportunities Plus, offers information to U.S. firms contemplating investment in Guatemala, Honduras, El Salvador, Nicaragua and Costa Rica and cites recent foreign investments in refrigerators, tires, canning and plywood.

The study notes that a great regional market is opening up in Central America through the Central American Common Market (CACM).

The survey outlines the industrial development incentives, both in the market and in individual countries, provides significant statistical summaries and lists the names and addresses of industrial development offiicials who can be of assistance to U.S. businessmen exploring investment in the area.

The response of foreign investors to the CACM is described and a list of representative U.S. firms who have already invested in Central America is provided.

**Write:** Dr. Carlos Humberto Matute, Chief, Investment Development Department, Banco Centroamericano de Integracion Economica, Apartado Postal 772, Tegucigalpa, Honduras.

# German valvemaker seeks U.S. licensee

A German Manufacturer is interested in granting a license to U.S. companies to manufacture valves used in thermostatic mixers for household, commercial and industrial uses.

Water temperature between 50° and 160°F. can be easily selected with these valves, either before or after water has been turned on with a variation maximum of plus or minus 1.5°F.

Outflow of hot water only is prevented by a built-in automatic safety device. If cold water fails to run, the hot water supply automatically is shut off.

The firm claims, in addition, that the mixed water flows instantaneously and constantly at the selected temperature. Perfect temperature control of the mixed water is reported to save considerable heating energy.

The mixer may be installed in vertical and horizontal positions or at any angle desired, and will not be affected by the sediment of calcareous water resulting in simple maintenance.

**Write:** Offices of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to File 1303.

## Visiting industrialist wants glass, other joint ventures

A prominent industrialist from Pakistan, due to arrive in New York for a month's visit, is interested in meeting senior officers of U.S. firms contemplating investment in Pakistan to discuss joint venture proposals.

The industrialist, A. W. Adamjee, particularly is interested in establishing a glass plant in Pakistan.

Interested firms can contact Adamjee by writing C/O Mr. Herbert Loy, Reb Wilcox and Co., N. Y. Inc., 225 W. 34 St., New York, N.Y.

For background information concerning the visit **Write:** Bureau of International Commerce, Office of International Investment, File 4-3229-1-H, Department of Commerce, Washington, D.C., 20230.

**FREIGHT HANDLING EQUIPMENT**

License sought to manufacture nonmotorized freight handling equipment, stainless steel wheeled hospital tables.

**Write:** Antrim Trolleys, 279 Ligoniel Rd., Belfast 14, Northern Ireland.

# $6 million highway improvements planned; Spain invites bids

The Spanish Government's Direccion General de Carreteras y Caminos Vecinales, Division de Construccion, Ministerio de Obras Publicas in Madrid is inviting bids for repair and improvement work on four highways, which are being financed by World Bank loans.

Tender No. I-B-301, value $2.4 million, covers about 46 miles of work on Highways N-II, N-340 and C-246.

Tender No. I-L-255, value $3.6 million, covers repair work of about 42 miles on highway N-11.

In order to qualify for the eligible list of bidders, firms must submit required documents in Spanish to the Minister before 12 noon Feb. 18. Bids, however, will be accepted until April 22.

A set of terms and conditions in Spanish for each tender is available for review only to firms located in the U.S. in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Bids on antibiotics, X-ray films and chemicals asked

Tanzania is offering tender No. 83 for drugs, X-ray equipment and medical supplies including, but not limited to:

Antibiotics comprising tetracycline, chloramphenicol, penicillin products, streptomycin sulphate, 15 different items and sizes totaling 1,560,000 vials, 1,100,000 capsules, 13,100 bottles and 12,000 ampoules;

X-ray equipment consisting of FW films totaling 7,350 packets of 25 each, 700 packets of 50 each, 100 mm. x 10 mm. blue sensitive films for Odelca camera, and various quantities of developer, replenisher, fixer powder;

Medical supplies including 7,500 blood transfusion sets, 12,000 blood donor sets, 14,000 vacuum bottles with ACD Stabilizer for taking blood, 2,000 x 500 c.c. Hartmanns Solution, and various sizes and quantities of plastic infusors.

Bid deadline is March 4. Bids should be submitted to the Secretary, Central Tender Board, P.O. Box 49, Dar es Salaam, Tanzania.

Copies of the tender terms and specifications are available to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

## NATO needs tires, utensils

Two Invitations to Bid have been issued by NATO's Headquarters Command, Office of the Purchasing & Contracting Officer, Allied Land Forces Southeastern Europe (LANDSOUTHEAST), Izmir, Turkey.

Invitation No. 1-65, with a closing date of March 1, calls for the supply of 206 tube-type tires of different sizes and varying quantities.

Invitation No. 6004, with a closing date of Feb. 19, calls for the supply of kitchen and mess hall utensils, vessels, cutlery, and assorted items to operate and outfit a military kitchen and mess hall, excluding refrigerators and dishwashers.

Bids should be submitted to: Headquarters, Allied Land Forces Southeastern Europe, P.K. 527, Izmir, Turkey, Attn: Purchasing & Contracting Officer.

Copies of the bid invitations (indicate No. in request) are available on loan from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

## Iraq seeks bids on paints, fire extinguishers, allied and miscellaneous products

The Administration of Distribution of Oil Products, P.O. Box 302, Baghdad, is inviting bids for a variety of products including paints, fire extinguishers, and allied and miscellaneous products.

Items included in tender No. TAWZEE/40/1964 are: Alkyd enamel 1,300 tins; bituminous paint, 240 gal.; coach paint, 420 gal.; red oxide oil primer, 130 gal.; alkyd paint, 110 gal.; washable water paint in paste form, 2412 lb.; aluminum paint, 530 gal.; yellow-colored aluminum paint, 1120 lb.; fire extinguishers, 66; spare charges for foam extinguishers, 500; soda ash 4,000 lb.; putty 574 lb.; thinners, 40 gal.; red lead powder, 112 lb.; decorative alkyd paint, 335 gal.; oil base paint, 180 gal.; miscellaneous types of paint, 117 gal.; linseed oil, 20 gal.; insulating varnish, 6 gal.; sealing compound, 72 tubes; glue, 112 lb.; graphite, 56 lb.; metal polish, 684 tins; shellac, 224 lb.

Bid deadline is Feb. 17. Bids should be mailed to the issuing agency.

Bidding documents are available on loan to firms located in the U.S. from the Chemicals & Allied Products Division, Rm. 4411, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3512.

## Tender issued by Iraq for water supply scheme

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has issued tender No. 72 for the construction of a $140,000 water supply scheme at Qalet Seleh.

Bid deadline is March 30.

The tender calls for construction of a complete purification plant and the supply of pumping sets, filters, valves, pipe, pumping mains, and an elevated service tank. Imported materials are estimated to comprise about 60% of the total project cost.

This type of contract is usually awarded to local contractors who are assisted in preparing their bids by foreign suppliers of equipment. U.S. firms, interested in submitting offers for needed equipment, may obtain a list of Iraqi contractors in water supply projects from the Water Industries & Engineering Services Division, BDSA, Rm. 411, Department of Commerce, Washington, D.C. 20230.

## Concrete wharves tender issued by Iraq calls for bids on 15 sub-projects

The Iraqi Ports Administration has listed many sub-projects in Tender No. 4/65 for the construction of Margil wharf No. 1 and a lighter wharf, Margil wharf No. 10 a, 10 b, and 11, Margil Garrison wharf, and the Ashar wharf. (INTERNATIONAL COMMERCE, Jan. 25, 1965, p. 23).

Bid deadline is March 25.

According to the Port's Director of Tenders, this tender invitation includes these 15 sub-projects: Excavation dredging and embankment, precast concrete pile, transverse beam, prepacked concrete in water, prestressed concrete, pavement, sheet piles, bollards and bitts, fenders, railway and crane tracks (best quality), water piping, painting, electrical work, telegraph cables, and demolition of old wharves.

Tender specifications are available upon a non-refundable payment of $280 from: Iraqi Ports Administration, Margil, Basra, Iraq or from the Iraqi Embassy, Washington, D.C.

## Turkey to build dam and hydro power plant

The General Directorate of State Hydraulic Works, Dam & Hydroelectric Power Plants Division, Ruzgarli Sokak, Catal Han, Ulus, Ankara, is requesting prequalification bids before March 25 for construction of the Keban Dam and Hydroelectric Power Plant. The project is located on the Euphrates River, about 28 miles west of the City of Elazig in the vicinity of Keban town.

Plans call for a 672-ft. rock-fill dam and a hydroelectric power plant (initial capacity 620,000 kw) consisting of four units, a spillway, a switchyard and other structures.

One copy of the specification is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

## Uruguay issues correction sheets on highway projects

Uruguay's Ministry of Public Works has issued correction sheets in Spanish for U.S. firms that purchased bid condition documents for bidding on highway routes 5 and 26 construction. (INTERNATIONAL COMMERCE, Feb. 1, 1965, p. 52 and Jan. 18, 1965, p. 82).

One copy of the correction sheets to be used with the courtesy copy of the "Particular Specifications" is available for review only in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Bid deadline extended by Iraq

The Oil Planning & Construction Administration, Ministry of Oil, Baghdad, has extended the bid deadline for the supply of a lubricating oil plant from March 4 to May 4. (INTERNATIONAL COMMERCE, Nov. 23, 1964, p. 34).

## Tobacco manipulation plant planned for Iraq; bids invited on two-part contract

Iraq's Tobacco Monopoly Administration is inviting experienced bidders on a two-part contract for the construction of a Tobacco Manipulation Plant in Sulaymaniyah.

Contract A with a $560,000 estimated value covers general construction work with March 18 as the bid deadline. A tender for Contract B will be announced in several months and will call for factory equipment and installation. Estimated value of Contract B is about $1 million.

Bids on one or both contracts are acceptable, although the Administration prefers receiving complete bids for Contract B, "partial tenders for some one or more portions of the work will also be allowed."

The plant, designed by Austrian Consulting Engineering Co., Ltd., of Vienna, consists of three main buildings and includes an office, a manipulation building and a storage building. The office building, to be built on the ground floor and basement, will include a wardrobe and sanitary facilities to accommodate 600 workers. The building for storage will be on three levels providing over 75,000 square feet of storage space. The manipulation building will have one large hall (over 34,000 square feet) on the ground floor; the complete area is to be air conditioned.

Processes to be carried out in the manipulation building will include these nine phases: Moistening of closed farmers' bales (capacity at least 60% of daily overall output, i.e., approximately 15,000 kg of raw tobacco); grading and pre-loosening; final conditioning (20,000 kg daily); loosening and pre-grading; selecting and classifying; sifting plant; blending plant; bale pressing plant; and packing units for broken leaves.

Contract documents and drawings are available for U.S. $70 (not refundable) from the Tobacco Monopoly Administration, Baghdad, Iraq; AUSTROPLAN, Grillparzerstrasse 7, Wien 1, Austria; and the Iraqi Embassies or Consulates in Brussels, Bonn, London, Paris, Rome, Tokyo, Vienna and Washington, D.C.

Bids are to be submitted to the Secretariate of the Board of Directors, Tobacco Monopoly Administration, Baghdad, in sealed envelopes marked: Tender for the Construction of the Building for the Tobacco Manipulation Plant in Sulaymaniyah.

A preliminary deposit of 7% of the first $2,800 and 5% of the exceeding amounts must accompany all offers, to be paid in cash to the Accountant of this Administration. A Letter of Guarantee from an approved Iraq bank may replace the cash deposit.

Suppliers of the types of equipment and building materials used in Contract A should contact their Iraqi agents or distributors of this opportunity or write Dr. Akram Jaff, Director General of the Tobacco Monopoly Administration regarding their products.

A copy of the Contract A documents and drawings is available at the Iraqi Embassy in Washington, D.C., for review only to interested construction firms in the U.S. or to manufacturers of tobacco manipulation equipment wishing to prepare for bidding on Contract B.

A complimentary copy of Volume I (Conditions of Contract, Technical Specifications, Bill of Quantities) and Volume II Contract Drawings, is also available for review only in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

### 011 Field Crop Farms

**ALGERIA**—Cotton needed for new textile factory, about 200 tons; grade, middling, 1" to 50%; strict middling, 1 1/16" to 50%; requests replies in French. B.E.R.I. (Bureau d'Etudes et de Realisations Industrielles) (government agency), 1, Place Foucauld, Hydra (Alger), Algeria.

### 012 Fruit, Tree Nut Vegetable Farms

**NORWAY**—Apples, pears, oranges, lemons, almonds, dried peas. Aage Tandberg & Co. A/S (importer, packer's agent), P.O. Box 14, 342 Drammensveien, Lysaker, Oslo. WTD 1/15/65.

### 149 Non-Metallic Minerals

**HONG KONG**—Wyoming jade; other semi-precious stones. Superior Jade Factory (importer, exporter), 9 Kimberley Rd., 2nd floor, Kowloon, Hong Kong. WTD 1/18/65.

Unpolished jade. Merchant Group, Ltd. (importer, exporter), 18 Fenwick St., 8/Floor, Hong Kong. WTD 1/12/65.

### 201 Meat Products

**FRANCE**—Pork casings, frozen offals. Paul Rousselet (manufacturer), Rue Y Hus, Conde-en-Brie (Aisne). WTD 8/17/64.

**KUWAIT**—Canned meat products. Interested in establishing trade contacts with major firms, especially manufacturers. Abd Ali Rahim (importer, exporter, commission agent, contractor), P.O.B. 1050, Kuwait. WTD 12/29/64.

### 202 Dairy Products

**TRINIDAD, W.I.**—Table butter in bulk; skimmed powdered milk in bulk; cheddar cheese in bulk. Importers and commission merchants request replies from manufacturers; direct purchase and agency. Merchants and Traders Corner of Duke & Charlotte St., Port of Spain. (P.O. Box 146, Port of Spain). WTD 1/14/65.

### 203 Canning, Preserving Foods

**FINLAND**—Canned fruit, fruit juices and concentrates, dried fruit, other canned goods; jams, jellies, marmalades, related products.

Requests descriptive literature, price lists, samples. Direct purchase or agency. Transaco Ltd. (importers, commission agents), Meritullinkatu 3, Helsinki. WTD 3/4/64.

**NORWAY**—Canned vegetables, dried apricots, prunes. Aage Tandberg & Co. A/S (importer, packer's agent), P.O. Box 14, 342 Drammensveien, Lysaker, Oslo. WTD 1/15/65.

**SWITZERLAND**—Spices, food specialities preserves, sauces. Otto Fritschi (importer, distributor), 9 Mittelstrasse, 3000 Bern. WTD 12/10/64.

**TRINIDAD, W.I.**—Fruit pulp for making jams. Importers and commission merchants request replies from manufacturers; direct purchase and agency. Merchants & Traders Corner of Duke & Charlotte St., Port of Spain. (P.O. Box 146, Port of Spain). WTD 1/14/65.

## 204 Grain Mill Products

**KUWAIT**—Flour; rice. Interested in establishing trade contacts with major firms especially manufacturers. Abd Ali Rahim (importer, exporter, commission agent, contractor), P.O.B. 1050, Kuwait. WTD 12/29/64.

## 207 Confectionery

**FINLAND**—Sweets, chocolates. Requests descriptive literature, price lists, samples. Direct purchase or agency. Transaco Ltd. (importers, commission agents), Meritullinkatu 3, Helsinki. WTD 3/4/64.

**HONG KONG**—High class sugar confectionery. Alexandra, James & Co., Ltd. (importer, exporter), Rooms 512/513, No. 9 Ice House St., G.P.O. Box 735, Hong Kong. WTD 5/29/62.

## 208 Beverage Industries

**ISRAEL**—Bourbon whisky, other alcoholic beverages. Direct purchase and exclusive agency. Eckmann Ltd. (importer, retailer), 85 Allenby Rd., P.O. Box 1019, Tel Aviv. WTD 1/12/65.

## 209 Food Preparations

**FRANCE**—Animal, marine, vegetable fats and oils, edible and inedible; direct purchase and agency. Cie Francaise de Courtages & de Commissions—Brackman et Cie (importer, dealer), 16 Rue des Huissiers, Neuilly s/Seine. (Seine). WTD 7/29/63.

**GERMANY**—Oil seeds c.i.f. Rotterdam; requests replies in German. Jb. Schmidt & Soehne Oelfabrik (manufacturer), 6551 Odernheim, Postfach. WTD 1/11/65.

**JORDAN**—Yeast; direct purchase and agency. Kamco Office (importer, exporter), P.O. Box 1694, Amman. WTD 1/5/65.

● **SUDAN**—Boiled linseed oil, 5 m.t.; contract No. 3234, bid deadline March 3. Sudan Railways, Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-4794).

**TRINIDAD, W.I.**—Fine table salt, vacuum dried in minimum carload lots. Importers and commission merchants request replies from manufacturers; direct purchase and agency. Merchants & Traders Corner of Duke & Charlotte St., Port of Spain. (P.O. Box 146, Port of Spain). WTD 1/14/65.

## 220 Textile Mill Products

**AUSTRALIA**—Dress fabrics, suitings, fake furs for women. Lux Lang & Co. Pty. Ltd. (importer, wholesaler), 103 Flinders Lane, Melbourne, C.1., Victoria. WTD 11/27/64.

Textile piece goods. Londex, 49 Elizabeth St., Melbourne, Victoria. WTD 11/27/64.

**FINLAND**—Piece goods for women's clothing, medium weight, silk, nylon or other synthetic materials; requests brochures, price lists, samples; agency, and for direct purchase. Hammarberg & Co. (importers, commission agents), Malminrinne 1 B, Helsinki. WTD 6/30/64.

**FRANCE**—Upholstery fabrics; cotton, woolen, rayon. Societe Alcor (importer, wholesaler), 36 Rue Etienne-Marcel, Paris 2. WTD 8/14/64.

**GERMANY**—Synthetic and wool cloth for women's dresses; requests replies from manufacturers only, in German. Nienhaus und Luig (manufacturer, exporter), 16 Daimlerstr., 465 Gelsenkirchen-Buer. WTD 12/30/64.

**NIGERIA**—Fabrics, all kinds; cottons, particularly fancy goods, rayons, Dacrons, Orlons, silks and mixed fibres for men's and women's apparel, from manufacturers and/or exporters; samples and price lists requested, preferably c.i.f. Lagos. Direct purchase and agency. I. Mudah & Sons (wholesaler, retailer), 45 Lebanon St., Ibadan. WTD 11/9/64.

**SWEDEN**—Pocketing materials; cotton, manmade fabrics. Direct purchase and agency. C. H. Söderlund & Co. AB. (agent), Västra Hamngatan 22, Göteborg. WTD 12/18/64.

## 221 Broad Woven Fabric Mills, Cotton

**FRANCE**—Terry towels. Direct purchase and agency. Comptoirs Jean Poulet (importer, dealer), 28 Rue Bayard, Paris 8. WTD 8/20/64.

**SOUTH AFRICA**—Pretoria Textile Wholesalers (Pty) Ltd. (importer, wholesaler), P.O. Box 322, Pretoria. WTD 1/13/65.

## 222 Broad Woven Fabric Mills, Manmade Fiber, Silk

**FRANCE**—Non-woven printed fabrics, width 105 centimeters, weight per square meter approx. 40 grams; synthetic fiber, dyed after manufacture. Société Cinco (manufacturer), Route de Bonne Nouvelle, Neuville-les-Dieppe (Seine Maritime). WTD 8/13/64.

## 224 Narrow Fabrics, Other Smallwares Mills

**HONG KONG**—Nylon and Raschel laces, requests replies from manufacturers. Cheung Hing Co. (importer), 42 Jervois St., Ground Floor, Hong Kong. WTD 1/8/65.

## 225 Knitting Mills

**ISRAEL**—Lingerie, including nylon hose, cotton and nylon underwear, nightgowns. Importer-retailer requests catalogs, price lists. Direct purchase and exclusive agency. Eckmann Ltd. (importer, retailer), 85 Allenby Rd., POB 1019, Tel Aviv. WTD 1/12/65.

## 228 Yarn, Thread Mills

**MOROCCO**—Yarn, plastic (also called metallic) known in Europe as Lurex and Rexor, golden and silvery colors, all sizes, to be used with other yarns in local textile industry for manufacture of special fabrics; 50 tons/year; Quotations Casablanca. Trade Opportunity Staff, BDSA 6192, Rm. 4203, Box T.O. 15, Department of Commerce, Washington, D.C. 20230.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

**TRINIDAD, W.I.**—Nylon stretch yarn for manufacturing men's and children's socks. Importers and commission merchants request replies from manufacturers; direct purchase and agency. Merchants & Traders, Corner of Duke & Charlotte Sts., Port of Spain. (P.O. Box 146, Port of Spain). WTD 1/14/65.

## 230 Apparel

**HONG KONG**—Outer garments, all kinds, for men, women, children. Stellar Industrial & Trading Corp. (importer, exporter) 75/77 Wyndham St., Hong Kong. WTD 1/11/65.

**SWEDEN**—Sportswear, all kinds, good quality for men, women, children; preferably trademarked articles. Direct purchase and agency. Harrimack, Harry Jacobsohn (agent), Kolumbusgatan 3, Göteborg. WTD 1/13/65.

**THAILAND**—Women's swimwear, brassieres, panties, slacks. The City Bazaar Ltd. Partnership (importer, retailer), 975/12 Ploenchit Rd., Bangkok. WTD 1/11/65.

## 231 Men's, Youths' Boys' Suits, Coats, Overcoats

**JAPAN**—Men's suits for all seasons, cotton, wool or mixed with synthetic fibre material; would like samples for trial. Kayco Distributor Inc. (importer), No. 7 Nishi-hachobori 2-chome, Chuo-ku, Tokyo. WTD 3/3/64. Attn: Mr. Watanabe.

## 239 Fabricated Textile Products

**FRANCE**—Tablecloths, napkins. Direct purchase and agency. Comptoir Jean Poulet (importer, dealer), 28 Rue Bayard, Paris 8. WTD 8/20/64.

## 242 Sawmills, Planing Mills

**GERMANY**—Douglas fir clears; hemlock clears; Western red cedar clears; California redwood KD and AD; pitch pine saps; pitch pine Genoa Prime; yellow pine B and better; Carolina pine flitches; black walnut veneer and sawmill logs; black walnut veneers. Interholz G.m.b.H. & Co. K.G. (importer, exporter, jobber, agent), 68 Mannheim, Schwarzwaldstrasse 26. WTD 1/18/65.

● **UAR**—Crossties: Hardwoods (excluding some species of oak), 150,000 or 300,000 pc.; "Pitch pine," 150,000 to 450,000 pc.; switch ties, hardwoods, 100,000. Tender No. 702/1/30, bid deadline March 20. Inspector General, Ways and Works, Egyptian Railways, Ramses Square, Cairo.

## 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**CANADA**—Oak stair railings, balusters, miscellaneous stair parts; wholesaler requests replies from manufacturers only. Raymond Lumber & Builders Supplies Reg'd, 11200 Sixth St., Riviere des Prairies, Quebec. WTD 8/28/64.

**FRANCE**—Prefabricated wooden buildings, structural members. Ets. Louis Scoffie (manufacturer), 152 route de l'Ariane, Nice (A.M.). WTD 8/14/64.

## 251 Household Furniture

**FRANCE**—Modern style household furniture. Société Alcor (importer, wholesaler), 36 Rue Etienne-Marcel, Paris 2. WTD 8/14/64.

## 252 Office Furniture

**GERMANY**—Office desks, chairs, couches for offices; other office furniture. Direct purchase and agency. Horst Deisel (importer, exporter, wholesaler, manufacturer's agent), 753 Pforz-

heim/Baden, Kaiser-Friedrich-Strasse 152. WTD 1/19/65.

**THAILAND**—Low-priced steel cabinets for office use, completely knocked down (CKD) packed for local assembling; direct purchase and agency. Bombay Stationery Ltd. Partnership (importer, wholesaler), 1104 New Rd., Bangkok. WTD 12/12/63.

## 264 Converted Paper, Paperboard Products

**FRANCE**—File dividers; other cardboard office supplies; direct purchase and agency. Cartonnages "Luma" (manufacturer), 126 Blvd. de Charonne, Paris, 20e. WTD 8/10/64.

**GERMANY**—Sulphite onion skin paper, 18 to 20 grams per sq. meter, continuous rolls of 50, 100, 150 centimeters wide; for production of crepe paper. Werola, Jungblut GmbH & Co. (manufacturer), 755 Rastatt/Baden, Bahnhofsanlage 1. WTD 1/19/65.

Paper, synthetic; paper, cardboard for industrial and technical uses; direct purchase; replies from manufacturers only; c.i.f. European ports. Brangs & Heinrich (manufacturer, wholesaler, importer, exporter), 34 Kasernenstrasse, 565 Solingen. WTD 12/15/64.

Paper: gift wrapping, laminated to paper, laminated waterproof crepe, waterproof plain, waterproof reinforced, processed coated, processed plain, waxed delicatessen, waxed household. Direct purchase; replies from manufacturers only; c.i.f. European ports. Brangs & Heinrich (manufacturer, wholesaler, importer, exporter), 34 Kasernenstrasse, 565 Solingen. WTD 12/15/64.

**HONG KONG**—Adhesive tape made of cloth used for packaging of goods. Brighten Trading Co. (importer, exporter), Wang Hing Building, 1st floor, Queen's Rd. Central, Hong Kong. WTD 1/15/65.

**IRAN**—Sufficient cellophane to wrap 4 million individual combat biscuit supplemental rations; c.i.f. Khorramshahr. Imperial Iranian Army (government agency), Quartermaster Corps, Forsat-Shomali Ave., Tehran.

**MOROCCO**—Glazed paper (satiny helio), 64 grams per sq. meter; crystal paper (transparent), 40 grams per sq. meter; gummed kraft paper, brown shade. 70 grams per sq. meter, in spools, 70 centimeters wide. Requests replies in French. Quotations Casablanca. Le Carton (manufacturer), 866 Route de Médiouna, Casablanca. WTD 1/15/65.

## 273 Books

**FRANCE**—Books, all kinds. Librairie La Galère (importer, dealer), 26 Rue Vavin, Paris 6. WTD 8/12/64.

## 275 Commercial Printing

● **EL SALVADOR**—Postal stamps, 8 million, 28 x 38 mm., in 6 denominations; varying quantities and colors. Bid deadline May 20. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-4115).

## 281 Industrial Chemicals

**ECUADOR**—Pigments for polyester-resin button production; illustrated literature requested; c.i.f. Guayaquil; requests replies in Spanish. Fábrica de Botones S.A. (Jacobo Pienknagura O.) (manufacturer), Casilla Postal 2172, Quito. WTD 4/14/64.

**FINLAND**—Chemicals, drugs, for use in manufacturing cosmetics. Requests descriptive literature, price lists. Direct purchase or agency. Tampereen Rohdos Oy (manufacturers, importers, commission agents), Pinninkatu 21, Tampere. WTD 10/29/64.

**FRANCE**—Ammonium nitrate. J. Boucheny & Cie. (manufacturers), 2 Rue du Mail Sud, Pithiviers (Loiret). WTD 8/13/64.

**GERMANY**—Silver nitrate Ag $NO_3$ (quality DAB 6) for production of photographic films and photographic paper; price quotations c.i.f. European ports. Turaphot GmbH. (importer), Photochemische Fabrik, Postfach 496, 516 Dueren/Rhld. WTD 12/24/64.

● **IRAN**—Pentachlorophenol, 100 tons, must meet standards of P8-51, American Wood Preservers' Assoc.; tender No. 43/1531, bid deadline April 10. Iranian State Railways, Purchasing Dept., Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-3910).

**SWEDEN**—Basic chemicals for manufacture of insecticides, herbicides, fungicides. Gullviks Fabrics AB (manufacturer), Box 10616, Malmö 16. WTD 1/14/65.

● **TANZANIA**—Aluminum sulfate, 16 percent $Al_2O_3$ in kibbled form with minimum of 0.75% iron expressed as $Fe_2O_3$, 16,000 bags of 112 lb. each, 1 cwt. net, in double bags stitched through inner and outer bags. Tender No. General Notice No. 80, bid deadline, 12 noon, Feb. 25. Secretary, Central Tender Board, P.O. Box 49, Dar es Salaam.★ (Telephone: 202-WO 7-3468).

## 282 Synthetic Material

**ECUADOR**—Polyester resins for button manufacture; requests color range, catalog, quotations, c.i.f. Guayaquil; in Spanish. Fábrica de Botones S.A. Jacobo Pienknagura O.), (manufacturer), Casilla Postal 2172, Quito. WTD 4/14/64.

★★ **GREECE—Trade Mission**

P.V.C. to make thin film. Alteko, 5 Ag. Apostolon St., Athens 811. WTD 1/21/65. TM 49.

**HONG KONG**—Cellulose acetate for making spectacle frames. Lap Hin Optical Co., Ltd. (importer, exporter), Room 268 Li Po Chun Chambers. Des Voeux Road Central, Hong Kong. WTD 1/8/65.

Nylon fabrics; other synthetic fabrics for making shirts, men's suits, ladies' dresses. Victor Warne & Co. (H.K.) Ltd. (importer, exporter), Alexandra House, G.P.O. Box 202, Hong Kong. WTD 7/24/64.

**JAPAN**—Synthetic resins; direct purchase and agency. Mitsui Sansho Co., Ltd. (importer, exporter, wholesaler), 3-4 Honcho-Nihonbashi, Chuo-ku, Tokyo. WTD 1/13/65.

**MOROCCO**—Synthetic and artificial raw fibers such as nylon, Dacron, Orlon, viscose, acetate, rayon and staple fiber, bleached and unbleached, to be transformed locally into yarn. Quotations Casablanca. Etablissements A. Sutton (importer/agent), 24 Rue Berthelot, Casablanca. WTD 1/18/65.

**SWITZERLAND**—PVC transparent plastic material. 1 mm thick, in rolls of 115 cm x 222 cm or 150 cm x 300 cm for making windows on jeeps, cabriolets, other similar cars. W. Bernhard & Cie AG, Bollwerk 35. 3000 Bern. WTD 12/9/64. Attn: Martin Schlatter.

## 283 Drugs

**FINLAND**—Pharmaceutical preparations; refined chemicals for use in pharmaceutical preparations. Requests descriptive literature, price lists. Direct purchase or agency. Lääketukko Oy (importers, commission agents), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 11/6/64.

Pharmaceutical preparation, medical herbs, drugs. Requests descriptive literature, price lists. Direct purchase or agency. Tampbreen Rohdos Oy (manufacturers, importers, commission agents), Pinninkatu 21, Tampere. WTD 10/29/64.

**FRANCE**—New products for pharmaceutical use; direct purchase and agency. Laboratoires du Docteur E. Bouchara (manufacturer, importer, dealer), 8 Rue Pastourelle, Paris, 3e. WTD 7/30/64.

**HONG KONG**—Human blood fraction products, fibrinogen, plasma solution, albumin, gamma globulin. Frederick Pordes & Co. (Pharmaceutical) Ltd. (importer, exporter), 209-210 Gloucester Bldg., P.O. Box 596, Hong Kong. WTD 5/31/63.

**PAKISTAN**—Bacterial antisera, antigens, all types, value $40,000. Park Chemical Supplies Ltd. (importing distributor), Bank Square, Lahore. WTD 1/31/63.

**RHODESIA**—Pharmaceuticals; druggists' sundries. Salisbury Pharmacy (Pvt.) Ltd. (importer, retailer, wholesaler), P.O. Box 3571, Salisbury. WTD 1/14/65.

**SOUTH AFRICA**—Pharmaceutical preparations, all types. Comopharm (Pty.) Ltd. (importer, manufacturer), P.O. Box 7100, Johannesburg. WTD 1/19/65.

## 284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

**CHILE**—Cosmetic and pharmaceutical products, raw materials for preparation of same, accessories. Direct purchase and agency. Laboratorios Silesia, S.A. (importer, wholesaler, manufacturer), Av. Chile-España 325, P.O. Box 6006, Santiago de Chile. WTD 1/6/65.

**FRANCE**—Soluble oils, sulfonated oils; direct purchase and agency. Cie. Française de Courtages & de Commissions—Brackman et Cie. (importer, dealers), 16 Rue des Huissiers, Neuilly s/Seine (Seine). WTD 7/29/63.

**SOUTH AFRICA**—Cosmetics, toilet preparations. Comopharm (Pty.) Ltd. (importer, manufacturer), P.O. Box 7100, Johannesburg. WTD 1/19/65.

## 285 Paints, Varnishes, Lacquers, Enamels

**ECUADOR**—Luminous paint (reflecting) for automobile license plates; requests color samples; quotations c.i.f. Guayaquil. Ing. Galo de la Torre, Junta Nacional de Transito, Palacio Legislativo, Quito.

**FRANCE**—Wood preservatives, to prevent decay and to protect against fire and insects. Direct purchase and agency. M. Couret (sales agent), 53 Rue Molinier, Agen (Lot & Garonne). WTD 8/13/64.

## 287 Agricultural Chemicals

**FRANCE**—Organic raw materials for fertilizers. Albert Willaey (importer), 21 Ave. de Paris, Vincennes (Seine). WTD 8/14/64.

## 289 Chemical Products

● **EL SALVADOR**—5,000 lb. gunpowder, black, granulated, conforming to specification on Tender No. 185-A(64), deadline March 5. Proveedor General de la Republica, Avenida Espana No. 613, San Salvador.★ (Telephone: 202-WO 7-2067).

**FRANCE**—Fatty acids: oleic, margaric, stearic; direct purchase and agency. Cie Francaise de Courtages & de Commissions—Brack-

man et Cie (importer, dealer), 16 Rue des Huissiers, Neuilly s/Seine (Seine). WTD 7/29/63.

### 301 Tires, Inner Tubes

**BOLIVIA**—Bicycle tires, size 28 by 1½; about 5,000 annually. Agencias Generales, S.A. (importer, retailer), San Martin-Bolivar, Casilla 530, Cochabamba. WTD 6/25/64.

### 306 Fabricated Rubber Products

**CHILE**—Interested in representing manufacturers of rubber and plastic goods. Desires patterns and moulds for same. Requests replies in Spanish. Manufacturas Chilenas de Caucho, S.A. (importer, manufacturer, wholesaler), Los Tres Antonios 2580, Casilla (P.O. Box) 15031, Santiago de Chile. WTD 1/13/65.

**FRANCE**—Rubber toys, all kinds; direct purchase and exclusive agency. Albanel & Cie (importer, dealer), 18 Rue Marc-Antoine Petit, Lyon (Rhone). WTD 8/13/63.

**GERMANY**—Rubber mats for household and automobiles, other rubber articles for automobiles; direct purchase and agency. Horst Deisel (importer, exporter, wholesaler, manufacturer's agent), 753 Pforzheim/Baden, Kaiser-Friedrich-Strasse 152. WTD 1/19/65.

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### 307 Plastic Products

**GERMANY**—Plastic household utensils; direct purchase and agency. Horst Deisel (importer, exporter, wholesaler, manufacturer's agent), 753 Pforzheim/Baden, Kaiser-Friedrich-Strasse 152. WTD 1/19/65.

**IRAN**—Vinyl decorative floor tiles; direct purchase and agency. Tazinat Sakhtemani Co. Ltd. (importing firm), No. 247 Takhte-Jamshid Ave., Tehran. WTD 11/7/64.

### 311 Leather Tanning, Finishing

**ALGERIA**—Raw leather (artificial); leatherboard of leather fibers bonded together with rubber or plastic materials, for shoe manufacturing. Centrale Nord Africaine d'Achats (C.N.A.A.) (importer, exporter), 12 Rue Maitre Ali Boumendjel, Algiers. WTD 7/18/64.

### 317 Handbags, Personal Leather Goods

**THAILAND**—Handbags; requests catalogs, price lists. The City Bazaar Ltd. Partnership (importer, retailer), 975/12 Ploenchit Rd., Bangkok. WTD 1/11/65.

### 322 Glass, Glassware

**FINLAND**—Hospital laboratory glassware, related supplies. Requests descriptive literature, price lists. Direct purchase or agency. Laaketukku Oy (importers, commision agents), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 11/6/64.

**ISRAEL**—Household glassware, including ovenware, table glassware, chinaware; requests descriptive literature, price lists; direct purchase and exclusive agency. Eckmann Ltd. (importer, retailer), 85 Allenby Rd., P.O. Box 1019, Tel Aviv. WTD 1/12/65.

### 325 Structural Clay Products

● **BURMA**—Fire bricks and special shapes, for use in drum boilers and spring furnaces. Tender No. 688/180/F.P., bid deadline Feb. 28. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-4685).

### 331 Steel Mill Products

● **CEYLON**—Galv. welded pipe: 339,000 linear ft., size range ½" I.D. to 4" I.D. Tender for Supply of Galvanized Iron Water Tubes, bid deadline March 23. The Chairman, Tender Board, Ministry of Finance, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2363).

**GERMANY**—300 tons of secondaries, cold rolled mild steel sheets; 0.38" to 0.122" in thickness; requests replies from manufacturers only, c.i.f. European ports. Rheineisen Eisengrosshandlung GmbH (wholesaler, importer, exporter), 3 Schlueterstr., 4 Duesseldorf-Grafenberg. WTD 8/18/64.

**GREECE**—Stainless steel sheets type 18/8 AISI 304. Eteps—Liacacos-Xourafas S.A. (importer, wholesaler), 10 Piraeus St., Athens 101. WTD 12/18/64.

● Rims, 95; tires, 3,116; wheels, 240. Tender No. 7052, bid deadline March 16. Hellenic State Railways, Head Office, Purchasing & Stores Dept., 34 Thermistocleous St., Athens.★ (Telephone: 202-WO 7-2363). Necessary drawings available from Hellenic State Railways.

● **IRAN**—6,000 tons of rails 46.303 kg. per meter. Tender No. 43/1602, bid deadline April 17. Iranian State Railways, Purchasing Dept., Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

**NEW ZEALAND**—Stainless steel tubing, polished inside and out; T.58 quality with UTS minimum of 55 tons; outside dia. ⅝, ¾ and ⅞; 22 SWG thickness. Engineering Alliance Ltd., P.O. Box 250, Hastings. WTD 12/14/64.

**PAKISTAN**—15,000 tons m.s. strips, hot rolled, commercial quality for producing m.s. black strips and galvanized iron strips of ½ to 3" dia. according to B.S.S. Model Steel Mills Ltd. (distributor), 1-B Riaz Bldg., Rang Mahal, Lahore, West Pakistan. WTD 1/31/64.

● **SUDAN**—24 wheel and axle sets. Tender No. 3215, bid deadline March 4. Sudan Railways, Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-2363).

**SWITZERLAND**—Carbon wire rod for manufacturing wire rope and springs. Trefileries Reunies S.A., Bienne. WTD 10/8/64.

● **UAR**—Supply of ribbed sole plates (tie plates): 1,700,000 plates, total weight approx. 15,725 m.t., to Egyptian Railway specifications. Tender for Supply of Ribbed Sole Plates, bid deadline April 3. The Inspector General, Way & Works, Egyptian Railways, Ramses Square, Cairo.★ (Telephone: 202-WO 7-2363).

### 333 Primary Smelting, Refining of Nonferrous Metals

● **INDIA**—Zinc ingot, 8,000 kgs. (ZN 98%). Tender No. P/SR-5/5082/116A/I, bid deadline Feb. 23. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $1 each, payable in advance, from India Supply Mission, Reference D/ENQ/1521, 2536 Massachusetts Ave. NW., Washington, D.C., 20008.

### 335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of cable catenary, copper, hard drawn, stranded 375 sq. in. (37/.115") 17,640 lb. Tender No. SE-3/4073/045A/cell, bid deadline Feb. 23. Director General of Supplies & Disposals, National Insurance Bldg., New Delhi.★ (Telephone: 202-WO 7-2162).

● **MALAYA**—Supply and erection of 33 KV and pilot control cables of various specifications (7,400 yd.). Contract No. 5, bid deadline March 1. Central Electricity Board, Federation of Malaya. Tender documents, fee $15 (nonrefundable), reference 1431/5, from: Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W.I.

**PAKISTAN**—3,000 tons tubes of copper, brass, aluminum. Model Steel Mills Ltd. (distributor), 1-B Riaz Bldg., Rang Mahal, Lahore, West Pakistan. WTD 1/31/64.

● **SUDAN**—Supply of switchboard cable, P.V.C. 61 wire, 10 triples plus one wire (5,000 yd.); contract No. 192, bid deadline Feb. 20. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-2162).

● **TURKEY**—Supply of paper core quad carrier cable, galvanized steel stranded suspension and stay wire, polythylene insulated and sheathed quad type distribution cable, polythylene insulated and sheathed self supporting distribution cable, polythylene insulated and sheathed local network cable, polythylene insulated and sheathed quad type trunk cable. polythylene and PVC insulated PVC sheathed quad type M.D.F. cable; all in various sizes and quantities. Bid deadline March 1. Procurement Dept., General Directorate of Post, Telegraph & Telephone Administration, Ankara. Copies of terms and specifications may be obtained upon payment of $1 per copy from Modern Tercume Burosu, Menekse Sokak No. 20/7, Kizilay, Ankara.

● **UAR**—Supply of self supporting telephone cables of various specifications (788,650 yd), terminal brackets for wooden poles (500), cable suspenders for wooden poles (10,000), fasteners for suspender wire (1,000). Bid deadline Feb. 20. The General Manager, Telecommunications Organization, Ramses Street, Cairo.★ (Telephone: 202-WO 7-2162).

### 342 Cutlery, Hand Tools, General Hardware

**FINLAND**—Full range of automotive repair, maintenance tools. Requests descriptive literature, price lists. Direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/10/64.

**GREECE**—Portable tools, mechanical jacks for auto maintenance and repair; requests replies directly from manufacturers. Direct purchase and exclusive distributorship. Gr. Anotides & Co., 7 Syngrou Ave., Athens. WTD 1/15/65.

### 344 Fabricated Structural Metal Products

**BELGIUM**—Plastified galvanized steel coils. Metal Profil S.A. (manufacturer), 39 Quai de Coronmeuse, Liege. WTD 12/24/64.

**FRANCE**—Window and door frames, screens, molding, trim. Ets. Louis Scoffie (manufacturer), 152 route de l'Ariane, Nice (A.M.). WTD 8/14/64.

● **TURKEY**—Turnkey job, supply, delivery, erection and testing of one gas storage tank, about 2 million cu. ft. capacity, welded construction, columnar system, comprising one water tank (pool), 2 telescoping columns and one floating roof with auxiliary equipment,

safety devices. Bid deadline April 1. The Ankara Electric, Gas & Bus Administration, General Directorate, Ankara. Specifications available upon payment of $14 from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara. One copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

## 345 Screw Machine Products

**GREECE**—Bolts and nuts, automotive. Importer-wholesaler-retailer requests replies directly from manufacturers. Direct purchase and exclusive distributorship. Gr. Anotides & Co., 7 Syngrou Ave., Athens. WTD 1/15/65.

## 346 Metal Stampings

**FINLAND**—Hospital utensils, equipment, supplies. Requests descriptive literature, price lists. Direct purchase or agency. Laaketukku Oy (importers, commission agents), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 11/6/64.

## 349 Fabricated Metal Products

● **IRAQ**—Cast-iron pipe fittings for Port of Um-Qasr, Basrah, sub-project for concrete wharves in Margil and Ashar, tender No. 4/65, bid deadline Feb. 15. Items include 2—15″ cast-iron valves, total 27—4, 6, 8 and 10″ C.I. sluice valves, 4 C.I. reflux valves—sizes 6, 8, 10 and 15″, 19—C.I. tees, various sizes, 1—10″ x 8″ C.I. reducer, 11—various sizes C.I. bends. Iraqi Ports Administration, Basrah.★ (Telephone: 202-967-3601).

## 351 Engines, Turbines

● **AUSTRALIA**—Supply, erect, test, maintenance for 12 months, three 60 mw (nominal rating) steam turbo generators. Tender No. 64/25, bid deadline March 22. Specifications, fee $15.40 for three sets, from The Secretary, Southern Electric Authority of Queensland, Boundry St., Brisbane.

**LIBYA**—One gas powered 22,500 Kw. station and two 20,000 Kw. each steam powered stations. International Libyan Co. For Commerce & Contractors (I.L.C.O.) (importer, retailer), 6, Shiara El Baladia, P.O. Box 60, Tripoli. WTD 12/12/63.

**RHODESIA**—Stationary engines, parts; direct purchase and agency. Engine Spares & Accessories (Pvt.) Ltd. (wholesaler), P.O. Box 887, Salisbury. WTD 1/12/65.

## 352 Farm Machinery

**FRANCE**—Fodder drying machinery, accessories, for fabricating animal feed and dehydrating fodder; direct purchase and agency. Promill (manufacturer), 12-16 Rue de la Porte a Bateaux, Ivry-la-Bataille (Eure). WTD 8/11/64.

● **GREECE**—7,000 low volume knapsack spraying machines which can also be used as dusters, equipped with necessary spare parts; weight of empty sprayer-duster should not exceed 18 kilos; spray tank capacity or dust hopper capacity should be about 10 liters. Tender No. 13619/5141, bid deadline Feb. 18. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-WO 7-4319).

## 353 Construction, Mining, Materials Handling Machinery

**AUSTRALIA**—Mobile cranes, industrial trucks, related equipment; direct purchase and agency. Dome Atelier (importer, manufacturer, wholesaler), 200 Clarke St., Northcote, Victoria. WTD 11/27/64.

**CHILE**—Machinery for processing asphalt. Cia. Chilena de Lubricantes, S.A. (manufacturer), San Joaquin 3103, P.O. Box 864, Santiago de Chile. WTD 1/7/65.

**FRANCE**—Bulldozers, concrete mixers, dredging machines, pavers, power shovels. Societe Manubat (importer), 61 Rue Lauriston, Paris 16. WTD 8/14/64.

Handling machinery, equipment. Entreprises Peniguel (public works contractor), 72 Rue de Brest, Dinan (Cotes du Nord). WTD 8/17/64.

Bulldozers; dredging machinery; pavers, power shovels. Entreprise Moinon (contractor), 57 Rue de Colombes, Nanterre (Seine). WTD 8/17/64.

Bulldozers, concrete mixers, dredging machines, pavers, power shovels. Direct purchase and agency. Societe Marbag (importer, agen•), 65 Ave. des Champs-Elysees, Paris 8. WTD 8/13/64.

**JORDAN**—Agricultural tractors and ploughs; sizes and quantities will depend on market requirements; direct purchase and agency. Simaan Gosouse Trading Ets. (importer, exporter, commission agent), P.O. Box 1148, Amman. WTD 12/9/64.

**KUWAIT**—Oil and gas well machinery equipment. A. H. Mazidi & Co. (importer, retailer), P.O. Box 228, Kuwait. WTD 6/20/64.

Oil and gas well machinery and equipment. Abd Ali Rahim (importer, exporter, contractor), P.O. Box 1050, Kuwait. WTD 12/29/64.

● **PHILIPPINES**—Waterworks equipment and construction, proposed 2nd stage improvements (Part I), Balara Water Treatment Plant, Balara, Quezon City. Tender contract No. II-2-1, bid deadline March 17. Write National Waterworks & Sewerage Authority, 176 Arroceros, Manila, for plans and specifications ($30).

**SWEDEN**—Two used hydraulic excavators, Gradall CTS-2 G-1000 GC. AB Torsten Alm & Co. (importer, agent), P.O. Box 3004, Goteborg 3. WTD 8/12/63.

All kinds of lifting cranes for industrial purposes; requests replies from manufacturers; direct purchase and agency. AB Sveatrade (importer, sales agent), Nybrogatan 44, Stockholm. WTD 11/30/64.

## 354 Metalworking Machinery

**AUSTRALIA**—Machine tools, all kinds, direct purchase and agency. Wickman (Australia) Pty. Ltd., 153 Victoria Parade, Collingwood, Victoria. WTD 11/27/64.

**BRAZIL**—New or used machinery for manufacturing cast iron sewage pipes from 2″ to 4″ in dia. and 3′ to 10′ in length. Fundicao Sarana Ltda. (manufacturer), Largo Sao Jose do Belem 197, 1° andar, Sao Paulo. WTD 1/6/65.

**ECUADOR**—Automobile license plate machinery; complete process, including application of luminous (reflecting) finish. Illustrated literature, quotations c.i.f. Guayaquil. Ing. Galo de la Torre, Junta Nacional de Transito, Palacio Legislativo, Quito.

Metalworking machinery, equipment, manually-operated tools for forming furniture, upholstery springs; requests illustrated literature, quotations c.i.f. Guayaquil, replies in Spanish. Industria de Resortes (Jacobo Pienknagura O.) (manufacturer), Casilla Postal 2172, Quito. WTD 4/14/64.

**FRANCE**—Apparatus for machining by electrochemical means. Lloyd Industriel (importer, dealer), 12 Rue Roger Verlomme, Paris 3. WTD 8/13/64.

**GERMANY**—Automotive maintenance equipment and tools for workshops and garages; requests replies from manufacturers only; c.i.f. European ports. Hans Hess (wholesaler, importer), 60 Bismarckstrasse, 5 Koeln. WTD 12/17/64.

● **INDIA**—Two axle turning, burnishing and grinding machines, distance between centers 2700 mm, center height 850 mm. Tender No. SWP 7/441/1A/111, bid deadline Feb. 20. Director General of Supplies & Disposals, N.I. Bldg. Parliament St., New Delhi, India. Specifications, drawing, and bidding conditions available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1524. Price $2.10.

● One gas cutting machine. Tender No. AEE/P/CAP/9797, bid deadline Feb. 15. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202-WO 7-5652).

**RHODESIA**—Jewelry and watchmaking machinery; associated items. Direct purchase and agency. Watchmakers Supply Co. (Pvt.) Ltd. (wholesaler), P.O. Box 911, Salisbury. WTD 1/6/65.

Automotive maintenance machinery and equipment; direct purchase and agency. Engine Spares & Accessories (Pvt.) Ltd. (wholesaler), P.O. Box 887, Salisbury. WTD 1/12/65.

## 355 Special Industry Machinery

**CHILE**—Textile mill machinery, such as knitting machines. Industrias Textiles Subelman y Fliman S.A. (manufacturer), Casilla 6568, Santiago. WTD 11/20/64.

Textile machinery, spares, accessories. Roberto Gottlieb, S.A.C. (importer, wholesaler, retailer), Catedral 1139, Casilla (P.O. Box) 9595, Santiago de Chile. WTD 1/13/65.

Packaging machinery for soup cubes; interested in purchasing two units for about $40,000. Requests replies in Spanish or Italian. Productos Orsini Ltda. (manufacturer), Calle Diez de Julio 366, Santiago. WTD 12/13/64.

**ECUADOR**—Complete plastics-working plant; machinery and equipment for manufacturing buttons from polyester resins; operation to include plastic sheet-forming and cutting; plant capacity 200 gross buttons, sizes 14 to 60, per 8 hours; plant operating 24 hours. Requests quotations on guaranteed, reconditioned complete plant or on new one; illustrated literature, technical assistance in plant installation; c.i.f. Guayaquil. Requests replies in Spanish. Fabrica de Botones S.A. (Jacobo Pienknagura O.) (manufacturer), Casilla Postal 2172, Quito. WTD 4/14/64.

**GERMANY**—Machines for anilin and offset printing, production of onion skin crepe paper for decoration purposes, paper converters. packaging crepe paper in rolls 20″ by 10′. Werola, Jungblut GmbH & Co. (manufacturer), 755 Rastatt/Baden, Bahnhofsanlage 1. WTD 1/19/65.

**GREECE**—Fish canning machinery, complete plant, excluding can-making machines; quotations c.i.f. Piraeus for machinery with daily output of 25,000, 50,000, 75,000 cans, filling capacity 0.250 grams to 2 kilograms, 0.250 grams to 5 kilograms, fully or semi-automatic. The Greek Atlantic Fishing C. Diamantis Co. Ltd., 38 Akti Possidonos, Piraeus. WTD 1/11/65.

★★ **GREECE—Trade Mission**

Machinery to make P.V.C. film. Alteko, 5 Ag. Apostolon St., Athens 811. WTD 1/21/65. TM 50.

**HONDURAS**—Reconditioned machines to manufacture metal slide fasteners, daily output 8,000 yd. or more. Salvador Touche—Bazar

Touche (manufacturer), Mercado Los Dolores, Tegucigalpa. WTD 1/10/64.

**IRAN**—Machinery to separate beet sugar from molasses; fully automatic centrifuge machines for related operations of sugar beet factory. Isfahan Sugar Co., P.O. Box 13, Isfahan. WTD 1/7/65. Firm's Executive Director can be reached at 415 South Maple Ave., Fresno 2, Calif.

**ISRAEL**—Machines for bookbinding and manufacture of cardboard boxes; requests catalogs, price lists. Exclusive agency. British Technical Agencies Ltd. (importer, agent), 2 Hatamar St., Tel Aviv. WTD 1/14/65.

**PAKISTAN**—Extruder presses for plastic industry; value $16,000; direct purchase and agency. Cimex Corp. Ltd. (importing distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

Injection moulding machine for plastic industry; value $22,000; direct purchase and agency. Cimex Corp. Ltd. (importing distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

Cotton waste spinning and weaving plant; value $400,000; Cimex Corp. Ltd. (importing distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

## 356 General Industrial Machinery

**CHILE**—Air purification and conditioning equipment; heating equipment, supplies. Requests replies in Spanish, German. Direct purchase and agency. Termo Metalurgica Ltda. (manufacturer, wholesaler, retailer), Matias Cousino 82, Of. 1006 (P.O. Box 9180), Santiago de Chile. WTD 1/6/65.

**ENGLAND**—Technical products such as turbines, process pumps, compressors; only high quality products desired; agency and direct purchase. A.J.G. Waters Ltd. (importer, exporter), 9a Clareville St., London, S.W.7. WTD 1/5/65.

**FINLAND**—Full range hydraulic industrial equipment, tools, related products. Request descriptive literature, price lists. Direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/10/64.

**FRANCE**—Automatic wrapping machines. Direct purchase and agency. Technique Industrielle Moderne d'Empaquetage (dealer), 4 Rue de Copenhague, Paris 8. WTD 8/17/64.

Machinery for casting light metals; direct purchase and agency. Societe d'Applications de Mecanique Industrielle, 4 Rue Lord Byron, Paris, 8e. WTD 8/11/64.

**GERMANY**—All kinds of metal spraying instruments and equipment; requests replies from manufacturers only; c.i.f. European ports. Osu-Vertrieb Guenter Hessler (wholesaler, manufacturer, exporter), 10a Hoefestr., 463 Bochum-Laer. WTD 1/7/65.

**JAPAN**—Automatic wrapping and bundling machines for plywood, plastic panels, aluminum and stainless steel plates, sheets, sashes; electric cord wrapping machines (spiral wrapping); direct purchase and agency. Mitsui Sansho Co., Ltd., (importer, exporter, wholesaler), 3-4, Honcho-Nihonbashi, Chuo-ku, Tokyo. WTD 1/13/65.

● **SOUTH AFRICA**—Two oil-fired, lip axis tilting crucible furnaces, capacity 500 lb. brass. Tender No. F.2694, bid deadline Feb. 16. Chief Stores Superintendent, South African Railways, P.O. Box 8617, Johannesburg.★ (Telephone: 202-WO 7-5652).

**TURKEY**—Electric furnace for making concave glass windshields for automobiles; 150 to 200 pc. daily capacity; must be fully automatic and have conveyor facilities; polishing machine for mirrors and hardening installation with air pressure system for security glass; requests replies in German. Muhsin Adiyaman (manufacturer), Kazim Ozalp Caddesi No. 117, Antalya. WTD 10/9/63.

## 357 Office, Computing, Accounting Machines

**THAILAND**—Staplers for offices and schools; direct purchase and agency. Bombay Stationery Limited Partnership (importer, wholesaler), 1104 New Road, Bangkok. WTD 12/12/63.

## 358 Service Industry Machines

**AUSTRALIA**—Domestic air conditioning units. Donach (Sales) Pty. Ltd. (wholesaler, retailer), 21 Hope St., Brunswick, Victoria. WTD 11/27/64.

● **BURMA**—Supply of five floor scrubbing and polishing machines. Tender No. DPES. 51/65, bid deadline Feb. 20. The Director, Director of Procurement, Defense Dept., Signal Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

**FRANCE**—Air conditioning units for domestic use. Direct purchase and agency. Ets. R. Lohner (importer, wholesaler), 13 Rue Kageneck, Strasbourg (Bas-Rhin). WTD 8/13/64.

● **IRAN**—Supply of 14 washing machines, 40-50 kg. per load; 28 washing machines 20-25 kg. per load; 56 extractors, 14 drying tumblers, 14 disinfecting units, 14 shirt folding tables, 14 steam generators, 14 water purification units, 14 fashioners, 14 dry cleaning units, 14 suction ironers. Bid deadline Feb. 19. The Foreign Transaction Co., College Square, Alborz St., Tehran.★ (Telephone: 202-WO 7-2939).

## 361 Electric Transmission, Distribution Equipment

● **NEW ZEALAND**—Supply of two 3-phase, 20 Mva, 220/33Kv, 50 cycles, oil immersed, outdoor type transformers. Contract No. 454, bid deadline March 30. The Secretary, Tenders Committee, New Zealand. Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4242).

● **PORTUGAL**—Supply and installation of ten 3-phase transformers ranging from 400 kva to 150 mva to be used in the Central Termica do Carregado near Lisbon. Bid deadline March 1. Specifications ($17.39) from Empresa Termoelectrica Portuguesa, S.A.R.L., Delegacao em Lisboa, Rua Rosa Araujo 34-3°, Lisbon.

## 362 Electrical Industrial Apparatus

● **IRAQ**—Three mobile trailer-mounted diesel generator sets, 400/231 v. on no-load, 50 cps, tropical design, one unit 30 kw, one unit 10 kw, one unit 5 kw. Tender No. Tawzee 50/1964. Bid deadline Feb. 28. Administration of Distribution of Oil Products, Baghdad.★ (Telephone: 202-WO 7-4242).

● Supply, delivery and erection at Dhulu'ia of three diesel generator sets, 50 kw, 400/231 v., 3 phase 4 wire, 50 cycle plus auxiliary equipment, overhead crane, and cooling pond. Tender No. 73, bid deadline March 30. The Directorate General of Planning & Design Ministry of Municipal & Rural Affairs, Baghdad. Specifications available from Accounts Section upon payment of $23.60 including air mail charges. One copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

**KUWAIT**—Motor-generator sets. Interested in establishing trade contacts with major firms in U.S., especially manufacturers. Yousef al-Ghanem Al-Jabr (importer, wholesaler), P.O. Box 1993, Kuwait. WTD 12/31/64.

**SOUTH AFRICA**—Fractional horsepower motors for flange mounting, without feet, standard three phase voltage in sizes ½-hp., 1-hp., 1½-hp., speeds either 1400 or 960 r.p.m. Kestners (S.A.) (Pty) Ltd. (importer, manufacturer, exporter, sales agent), Private Bag 2, Bramley, Johannesburg. WTD 5/13/64.

**SWITZERLAND**—Electric motors, 60 watt, 1/10 to 1/8 hp., 1400 rpm 2800 rpm, 1-phase 220 v., preferably without frame, 70 mm to 100 mm, length 130 mm to 150 mm. Unicor, Inc. (importer, distributor), 49 Rue des Paquis, 1200 Geneva. WTD 7/22/64.

● **TAIWAN**—One two-wheel trailer mounted, 200-amp, 60% duty cycle, engine-driven arc welder. Invitation No. GF4B-20528(S), Bid deadline Feb. 22. The Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. ★ (Telephone: 202-WO 7-5652).

## 363 Household Appliances

**FINLAND**—Electric mixers, small vacuum cleaners, polishing units, kitchen machines and appliances. Requests descriptive literature, price lists. Direct purchase or agency. Iskumetalli (manufacturers, importers, retailers), Division of Lohjan Kalkkitehdas Oy, Karjalankatu 2, Lohja. WTD 1/19/65 (Lohjan Kalkkitehdas Oy).

**FRANCE**—Household refrigerators, home freezers. Direct purchase and agency. Societe Culimars (retailer), 65 Ave. Bosquet, Paris 7. WTD 8/13/64.

Household refrigerators, freezers, stoves, ranges, ovens, vacuum cleaners, electric fans, bed coverings, mixers, toasters; percolators, coffee makers, electric razors. E. L. Durosay (importer, dealer), 5 Rue Blaise Pascal, Rouen (Seine Maritime). WTD 8/19/64.

Household cooking equipment, vacuum cleaners, irons, electric air heaters; electric blankets, mixers, toasters, electric razors. Direct purchase and agency. Societe S.A.R.I.E. (Commission merchant), 103 Rue Lafayette, Paris 10. WTD 8/14/64.

Washing machines; household refrigerators. Direct purchase and agency. Societe Meridionale de Diffusion Electrique (S.E.D.E.C.) (wholesaler), 14 Rue Turgot, Nimes (Gard). WTD 8/17/64.

Household refrigerators; percolators; toasters; ranges; electric fans; washing machines; stoves; vacuum cleaners. Direct purchase and agency. Armena Levitan (importer, retailer), 15/17 Rue de la Liberte, Nice (A.M.). WTD 8/18/64.

Household cooking equipment; household refrigerators; electric housewares and fans; household vacuum cleaners; electric air heaters and bed coverings; electric razors. Etablissements M. Perioni (importer, agent), 13 Quai et Rue Vauban, Perpignan (P.O.). WTD 8/14/64.

Household refrigerators; home freezers; washing machines; stoves; ranges; cooking equipment. Direct purchase and agency. Comptoir du Chauffage (importer, agent), 1 Place du Corbeau, Strasbourg (Bas-Rhin). WTD 8/18/64.

Household refrigerators, home freezers; washing machines; stoves; ranges; vacuum cleaners; electric razors; bed coverings; percolators; coffee makers; roasters; toasters; flat irons; food mixers; electric fans; dishwashing machines. Direct purchase and agency. Union Metallurgique de la Haute-Seine (dealer), 30

Rue Saint-Aspais, Melun (S. & M.). WTD 8/18/64.

**SWEDEN**—Dishwashing machines, high and medium priced; new types of household appliances or utensils. Osby-Pannan, AB (agent, manufacturer), Osby. WTD 12/30/64.

### 364 Electric Lighting, Wiring Equipment

**FRANCE**—Electric lamps, bulbs, tubes; plugs, caps, snap switches, conductor connectors, rail bonds; lighting protective equipment. Direct purchase and agency. Etablissements Robert Yenni (manufacturer), 96 Ave. Laferriere, Creteil (Seine). WTD 8/14/64.

### 365 Radio, Television Receiving Sets

**JORDAN**—Magnetic tapes; direct purchase and agency. Aram—H—Khatchadourian (commission agencies), P.O. Box 4003, Amman. WTD 12/7/64.

### 366 Communication Equipment

● **BOLIVIA**—Supply of 4,600 pairs of outside cable to central telephone exchange. Bid deadline March 1. Specifications and conditions may be obtained from the Cooperativa de Telefonos Automaticos de Santa Cruz de la Sierra, Castilla Postal 567, Santa Cruz.

**DENMARK**—Short wave receivers and transmitters; VHF, UHF converters; mobile radio sets and transmitter-receiver sets; domefilters for SSB transmitters, mechanical filters, crystals, groundplane and rotary beam aerials. Victory, Engel-Andreasen A/S (importing wholesaler), 20 Vindegade, Odense. WTD 1/11/65.

**KUWAIT**—Traffic control equipment (street signals). Al-Rodhan Trading & Contracting Establishment, Commercial Centre, Block 3—No. 20, P.O. Box 5020, Kuwait. WTD 1/13/65.

Traffic control system equipment, air and ground, electronic. Also interested in establishing trade contacts with U.S. firms. A. H. Mazidi (importer, retailer), P.O. Box 228, Kuwait. WTD 6/20/64.

● Supply of 3,000 telephone sets through local agent. Bid deadline Feb. 23. Copy of specifications ($14) from Central Tenders Board, Government of Kuwait, Sief Palace, Kuwait.

**PAKISTAN**—Stock No. 5410-542-2532, serial No. F-144-B/G shelters, electrical equipment specification T.D. signal No. 354 TM-11-5410-205-12P, specification No. Mil-F-52060 (Signal-C). Requests replies from manufacturers. quotations f.a.s. or f.o.b. Direct purchase and agency. Lodhi & Co., 160/2, Bunder Rd., Karachi. WTD 10/21/64.

● **VIET-NAM**—Supply of telegraph error correcting equipment. Tender No. 1603-13015, bid deadline Feb. 24. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4823).

### 367 Electronic Components, Accessories

**ENGLAND**—Microwave test equipment; backward wave oscillators; travelling wave tubes; ferrimagnetic materials. Agency and direct purchase. Microwave & Electronic Systems Ltd. (manufacturer), Old Liston Industrial Estate, Newbridge, Midlothian, Scotland. WTD 1/6/65.

### 369 Electrical Machinery, Equipment, Supplies

**FINLAND**—X-ray accessories, components, supplies. Requests descriptive literature, price lists. Direct purchase or agency. Laaketukku Oy (importers, commission agents), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 11/6/64.

● **SUDAN**—Supply of 5000—30 watt-hour (inert) wet cell primary batteries with approximate dimensions of 2¼ x 2¼ x 6". Tender No. P&T/Stores/15-6-3 (Contract No. 191), bid deadline Feb. 18. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-4242).

### 371 Motor Vehicles, Motor Vehicle Equipment

**CHILE**—Automobile parts, accessories. Orezzoli, S.A.C. (formerly Orezzoli Hnos. Ltda.) (importer, wholesaler), Av. Presidente Balmaceda 1296, (P.O. Box 3698), Santiago de Chile. WTD 1/7/65.

Interested in representing manufacturers of fire engines—Ford, Chevrolet, General Motors—and all types of fire extinguishing equipment for importation into Chile by different local fire companies. Tomas R. Turner, Casilla 403, Santiago. WTD 12/11/64.

**FINLAND**—Spare parts, tools, related items for automotive repair, maintenance. Requests descriptive literature, price lists. Direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/10/64.

Motor vehicle accessories and products, complete line. Requests brochures, descriptive literature, price lists. Direct purchase or agency. Oy Gronblom Trading AB (importers, commission agents), P.O. Box 446, Helsinki. WTD 7/27/64.

**JORDAN**—Motor vehicle spare parts; direct purchase and agency. Kamco Office (importer, exporter), P.O. Box 1694, Amman. WTD 1/5/65.

**MOROCCO**—All kinds of car and truck accessories, including ignition components, automotive maintenance products. Requests descriptive literature, price lists, from manufacturers only. Direct purchase and agency. Requests correspondence in French; quotations Casablanca. Etablissements Joseph d'India, S.A. (importer), 130 Rue Karatchi, Casablanca. WTD 12/9/63.

### 372 Aircraft, Parts

**AUSTRALIA**—Aircraft, aircraft parts, allied equipment; direct purchase and agency. A.E.S. Trading Co. Pty. Ltd., 465 Swanston St., Melbourne, Victoria. WTD 12/3/64.

**GREECE**—Automotive maintenance equipment, all kinds, including testing and inspection machines, other auto checking devices, machine tools, other tools and equipment for auto maintenance and repair shops. Gr. Anotides & Co. (importer, wholesaler, retailer), 7 Syngrou Ave., Athens. WTD 1/15/65.

### 373 Ship Building, Repairing

**SWEDEN**—Used floating dry dock, good condition; lifting capacity 1,500 to 2,000 tons. AB Torsten Alm & Co. (importer, agent), P.O. Box 3004, Goteborg 3. WTD 8/12/63.

### 374 Railroad Equipment

● **PAKISTAN**—Supply of 13 track inspection motor cars, 5' 6" gauge, 8 hp., load capacity 1,200 lb., Fairmont model MM17 series "E" or similar type. Tender No. P-6/857/D-64, bid deadline Feb. 16. Tender documents ($3.57) Pakistan Western Railway Headquarters Office (Chief Controller of Purchase), Empress Rd., Lahore. Copy of specifications may be reviewed in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

● Supply of 14 freight car underframes, 35 ft. long; 1 passenger car underframe, 50 ft. long; 5 passenger car underframes, 60 ft. long. Contract No. 3077 (REF: CS/3077/566), bid deadline March 10. Details, specifications and drawings, $46.24 per set, from Sudan Railways, Office of Controller of Stores, P.O. Box 65, Atbara.

### 381 Engineering, Laboratory, Scientific, Research Instruments

**AUSTRALIA**—Navigational, surveying, drafting, other industrial and scientific instruments; direct purchase and agency. Dobbie Bros. Pty. Ltd. (manufacturer, importer, wholesaler, retailer), 173-5 Exhibition St., Melbourne, C.1, Victoria. WTD 12/3/64.

**ENGLAND**—Microwave components and instruments. Agency, with view to manufacturing under license at later date. James Scott (Electronic Eng.) Ltd. (manufacturer), 68 Brockville St., Carntyne Industrial Estate, Glasgow, E.2. Scotland. WTD 1/7/65.

**FINLAND**—Hospital laboratory instruments, equipment, supplies. Requests descriptive literature, price lists. Direct purchase or agency. Laaketukku Oy (importers, commission agents), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 11/6/64.

**KUWAIT**—Laboratory equipment and instruments. Interested in establishing trade contacts with major U.S. firms. A. H. Mazidi & Co. (importer, retailer), P.O. Box 228, Kuwait. WTD 6/20/64.

● **PAKISTAN**—One complete Wiley motor-driven laboratory mill with aluminum cover and wooden plunger, accessories and replacement parts for mill and blender. Tender No. S-12/603/64-65, bid deadline March 31. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-2939).

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**AUSTRALIA**—Laboratory equipment, all kinds, especially new designs; industrial and process control instrumentation. H. B. Selby Australia Ltd., 393 Swanston St., Melbourne, Victoria. WTD 11/27/64.

**ENGLAND**—Precision temperature measuring and indicating equipment; pressure transducers, associated equipment. Agency. Research & Engineering Controls Ltd. (manufacturer, importer), Durban Rd., Bognor Regis, Sussex. WTD 12/23/64.

● **TAIWAN**—Supply of one magnetic type sulfuric acid flow meter with flanged connections complete with metering transmitter, recording, totalizer and controller. Tender No. GF4C-20509(P), bid deadline Feb. 23. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-2939).

### 384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of electric instrument sterilizers: 90 units, size 11" x 5½" x 4"; 20 units, size 14" x 6½" x 5"; 100 units, size 20" x 10" x 7"; including complete sets of heating

elements, overheat safety switches, thermostatic switches. Bid deadline March 23. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

**FINLAND**—Electric vaporizers, related equipment, appliances. Requests descriptive literature, price lists. Direct purchase or agency. Iskumetalli (manufacturers, importers, retailers), Division of Lohjan Kalkkitehdas Oy, Karjalankatu 2, Lohja. WTD 1/19/65 (Lohjan Kalkkitehdas Oy).

**FRANCE**—Respiratory and monitoring apparatus for surgery anaesthesia and resuscitation. Lejeune Seitz & Ameline (dealer), 35 Rue de Clichy, Paris 9. WTD 8/13/64.

### 386 Photographic Equipment

**AUSTRALIA**—Photographic equipment, accessories. Reuter Camera Services (importer, indent agent, retailer), 294 Little Collins St., Melbourne, C.1, Victoria. WTD 12/3/64.

**SWEDEN**—Photographic equipment and supplies, such as apparatus, papers, chemicals; interested in low-priced items. Direct purchase and agency. Stolten & Son AB (wholesaler, agent), Fack, Malmo. WTD 1/14/65.

### 394 Toys, Amusement, Sporting Goods

**FRANCE**—Toys, all kinds; direct purchase and exclusive agency. Albanel & Cie (importer, dealer), 18 Rue Marc-Antoine Petit, Lyon (Rhone). WTD 8/13/63.

Children's indoor games and coloring albums; decalcomanias. Les Editions M.K.L. (importer, dealer), 14 Rue Montgallet, Paris 12. WTD 8/14/64.

**VENEZUELA**—Sporting and athletic goods, except hockey and winter sport equipment; direct purchase and agency; request replies in Spanish. Rad-Y-Art, C.A. (importer, distributor, sales agent), Aptdo. 993 Caracas, Edificio Siete, Ave. Tamanaco y Sorocaima, El Rosal, Caracas. WTD 12/16/64.

### 396 Costume Jewelry, Novelties, Notions

**ENGLAND**—Dried and preserved materials: driftwood, natural roots, sand-blasted roots and branches for use in floral art and display. Items could include Hawaiian wood roses, mullein, yucca, coconut palm spray, sea oats, rose of sharon, althea. Agency and direct purchase. Peter Harvey (manufacturer, exporter, importer, wholesaler), 12 Leeland Rd., Ealing, London, W.13. WTD 11/7/63.

**FINLAND**—Imitation jewelry, all kinds; men's jewelry; packaging for jewelry; jewelry boxes of imitation leather for men and women. Requests descriptive literature, price lists. Ibero Oy (importers, distributors), P.O. Box 493, Helsinki. WTD 6/3/64.

**SWITZERLAND**—Advertising novelties, printed paper, all types. Michel Sarrasin (importer, agency), 2 Caroline, 1000 Lausanne. WTD 1/11/65.

### 399 Manufacturing Industries

**FINLAND**—Electric toothbrushes, related items. Requests descriptive literature, price lists. Direct purchase or agency. Iskumetalli (manufacturers, importers, retailers), Division of Lohjan Kalkkitehdas Oy Karjalankatu 2, Lohja. WTD 1/19/65 (Lohjan Kalkkitehdas Oy).

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Phone: 247-0311.

**ANCHORAGE, ALASKA**, 99501, Rm. 306, Lousac-Sage Building. Phone: BR 2-9611.

**ATLANTA, GA.**, 30303, 75 Forsyth St., N.W. Phone: 526-6000.

**BALTIMORE, MD.**, 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 276.

**BIRMINGHAM, ALA.**, 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

**BOSTON, MASS.**, 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

**CHARLESTON, S. C.**, 29401, No. 4 North Atlantic Wharf. Phone: 722-4551.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

**CHEYENNE, WYO.**, 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-3731.

**CHICAGO, ILL.**, 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

**CINCINNATI, OHIO**, 45202, 5028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

**CLEVELAND, OHIO**, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Phone: Riverside 7-3287.

**DENVER, COLO.**, 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

**DES MOINES, IA.**, 50309, 1216 Paramount Bldg., 309 Grand Avenue, Phone: 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Phone: 226-6088.

**GREENSBORO, N. C.**, 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

**HARTFORD, CONN.**, 06103, 18 Asylum St. Phone: 244-3530.

**HONOLULU, HAWAII**, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

**JACKSONVILLE, FLA.**, 32202, 512 Gronquist Bldg., 204 Laura St. Phone: ELgin 4-7111.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

**MEMPHIS, TENN.**, 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

**MIAMI, FLA.**, 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

**MINNEAPOLIS, MINN.**, 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

**NEW YORK, N.Y.**, 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

**PHOENIX, ARIZ.**, 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

**PITTSBURGH, PA.**, 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

**PORTLAND, OREG.**, 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

**RENO, NEV.**, 89502, 1479 Wells Ave. Phone: FA 2-7133.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

**SANTURCE, PUERTO RICO**, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

**SEATTLE, WASH.**, 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

## Malaya plans power line carrier; needs equipment

Malaya's Central Electricity Board will request tenders soon for the supply and installation of remote control and telemetering equipment, power line carrier circuits to 12 stations, an automatic telephone system and accelerated tripping equipment for protection of high voltage transmission lines.

The installation is to be in western Malaya between Prai, in the north, and Kuala Lumpur, and is being partly financed by a World Bank loan.

Tender documents will be available Feb. 12 from the consulting engineers, Messrs. Preece, Cardew & Rider, 8, 10, & 12 Queen Anne's Gate, London, SW1, England, under their reference No. 1431/4. Requests for tender documents should be accompanied by a payment of £10, which will not be refunded.

Bid deadline is April 12.

A short description of the project is available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

## India changes deadline on railway equipment bids

The Office of the Dandakaranya-Balangir-Kiriburu Railway Projects, Waltair, Andhra Pradesh, has extended the bid deadline for supply of railway signaling equipment, tender No. KB/61/64, from Jan. 31 to March 31. (INTERNATIONAL COMMERCE, Jan. 4, 1965, p. 44).

# International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 203 Canning, Preserving Foods

**FRANCE**—Grapefruit juice, canned and frozen. Marcel Deplanque (wholesaler, agent), 25 Rue General Leclerc, Carrieres-sur-Seine (S. & O.) WTD 8/13/64.

### 204 Grain Mill Products

**DENMARK**—Trout and mink feedstuffs, including dried feed yeast, wheat germs, milk powder. Carl Sorensen (grain and feed broker), P.O. Box 135, Svendborg. WTD 1/5/65.

**FRANCE**—Rice in bulk and packages. Compagnie Intercontinentale (importer, dealer), 18 Ave. Matignon, Paris, 8e. WTD 10/2/64.

**VIET-NAM**—Wheat flour, 8% to 11% protein. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 220 Textile Mill Products

**VIET-NAM**—Textiles, particularly men's suiting fabrics; synthetic yarns including rayon, acetate filament, other types. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 222 Broad Woven Fabric Mills, Manmade Fibers, Silk

**CHILE**—Interested in representing manufacturers of men's shirting materials and similar fabrics. Requests replies in Spanish. Textil Musiet (manufacturers), Placer 667, Santiago, Chile. WTD 12/13/64.

**NORWAY**—Curtains, piece goods of manmade fibers. Lars Rollum (manufacturer's agent), Konvallveien 6, Oslo 8. WTD 9/6/63.

### 228 Yarn Thread Mills, Products

**IRAN**—Woolen and nylon yarns. Fowler Co. (Iran) Ltd. (importing firm), 4th Floor, Seraye Omid, Bouzarjomehri Ave., Tehran. WTD 1/18/65.

### 232 Men's, Youths', Boys' Furnishings

**CHILE**—Interested in representing manufacturers of men's shirts. Requests replies in Spanish. Textil Musiet (manufacturers), Placer 667, Santiago. WTD 12/13/64.

### 238 Apparel, Accessories

**FRANCE**—Raincoats, garments for winter sports; inexpensive models. S. A. Toutan (manufacturer, importer), 6 Rue de Tracy, Paris 2. WTD 8/19/64.

### 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**FRANCE**—Wood panels, stratified and other types, including decorative articles for home

construction; prefabricated structural units (window frames, partitions, doors, including rolling and sliding doors) and related lines, such as venetian blinds, stores fixtures. Agency, for southwest France or section thereof. Requests replies from manufacturers only, in French. Societe Les Produits de l'Industrie Moderne (S.P.I.M.), 17 Blvd. Riquet, Toulouse, Haute-Garonne. WTD 1/15/65.

### 249 Wood Products

**FRANCE**—Ashtrays, wood; de luxe items. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 251 Household Furniture

**ITALY**—Household furniture of wood; modern, colonial, other. Requests replies in Italian. Attilio Fusi (agent), Via Grigna 20, Milan. WTD 3/18/64.

### 262 Paper Mill Products

**DENMARK**—Punch cards, kraft liner, machine coated newsprint; exclusive agency. Otto Jolver (agent), 62 Solsortvej, Copenhagen F. WTD 1/5/65.

**VIET-NAM**—Newsprint in rolls. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 281 Industrial Chemicals

**FRANCE**—Non-cyclic organic chemicals; solvents; polyhydric alcohols; rubber processing chemicals. G. Rouy (commission merchant), 22 Rue de Leningrad, Paris 8. WTD 8/17/64.

**ITALY**—Pure cellulose for use in manmade fiber and paper industries. I. Calderon (agent), Viale Umbria 82, Milan. WTD 7/24/64.

**VIET-NAM**—Dyestuffs and auxiliaries, direct, vat, acid, sulphur; for use in textile industry. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 283 Drugs

**AUSTRALIA**—Pharmaceuticals, all types. Manton's Pty. Ltd. (importer, wholesaler, sales agent), 184-190 Day St., Sydney. WTD 12/4/64.

**SOUTH AFRICA**—Pharmaceutical preparations, all types. Comopharm (Pty) Ltd. (importer, manufacturer), P.O. Box 7100, Johannesburg. WTD 1/19/65.

**VENEZUELA**—Pharmaceutical preparations for human use. Sales agency for entire Venezuela. Requests replies in Spanish. Elmor, S.A. (sales agent), Apartado 2374 Caracas, Ave. La Facultad, Quinta Corjesu, Los Chaguaramos, Caracas. WTD 3/5/64.

Inorganic and organic medicinals (bulks), pharmaceutical preparations, mainly raw materials for local pharmaceutical manufacturers. Agency for entire country. Requests replies in Spanish. Representaciones Farmaco Quimicas, C.A. "FAR QUIM" (representatives, sales agents), Aptdo. 4543 Caracas, Edificio Anuncia, 1° piso, Ave. Las Acacias, Esquina Calle Olimpo, Urbanizacion San Antonio, Caracas. WTD 12/11/64.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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**VIET-NAM**—Full line of pharmaceuticals and fine chemicals. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 284 Cosmetics

**AUSTRALIA**—Cosmetics, all types. Manton's Pty. Ltd. (importers, wholesalers, sales agents), 184-190 Day St., Sydney. WTD 12/4/64.

**SOUTH AFRICA**—Cosmetics, toilet preparations. Comopharm (Pty) Ltd. (importer, manufacturer), P.O. Box 7100, Johannesburg. WTD 1/19/65.

**VENEZUELA**—Cosmetics and toilet preparations in the form of raw materials or semi-finished products for cosmetic industry. Agency for entire country. Requests replies in Spanish. Representaciones Farmaco Quimicas, C.A. "FAR QUIM" (representatives, sales agents), Apartado 4545 Caracas, Edificio Anuncia, 1° piso, Ave. Las Acacias, Esquina Calle Olimpo, Urbanizacion San Antonio, Caracas. WTD 12/11/64.

### 285 Paints, Varnishes, Lacquers, Enamels

**FINLAND**—Insulation lacquers and compounds for use in manufacturing electrical equipment. Requests descriptive literature, price lists. Oy Tehotuonti Ab (commission agents), Iso Roobertinkatu 26, Helsinki. WTD 12/8/64.

**★★ GREECE—Trade Mission**

Epoxy resin paints for masonry; epoxy resin compounds for patching stone, concrete floors, walls. A. Leontiadis, 14 Patission St., Athens. WTD 1/15/65. TM 27.

**THAILAND**—Paints and anti-rust coatings, good quality; trial order 200 to 300 gallons; prices must be competitive. Silom Hardware Ltd. Partnership (wholesaler, retailer), 346/1-2 Silom Rd., Bangkok. WTD 1/11/65.

### 287 Agricultural Chemicals

**IRAN**—Chemical fertilizer, phosphorous type, Sherkat Tazamoni M.T. Farhang Va A. Geramian (importer), 314 Takhte-Jamshid Ave., Tehran. WTD 6/2/64.

### 314 Footwear

**FRANCE**—Shoes for men, women, children. Agefar—Agence Generale de Fabrique & de Representation (importer, exporter, commission merchant), 12 Rue Chabanais, Paris 2e. WTD 9/6/63.

### 317 Personal Leather Goods

**AUSTRALIA**—Leather watchbands; leather compacts; leather cigarette cases. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**FRANCE**—Jewelry cases, de luxe types. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 319 Leather Goods

**FRANCE**—Leather novelty articles, de luxe types. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 322 Glass, Glassware

**AUSTRALIA**—Domestic glassware, such as vases, ornaments, perfume containers, atomizers. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**FRANCE**—Glass tableware, ornamental varieties. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 326 Pottery, Related Products

**AUSTRALIA**—Domestic earthenware, porcelain products. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**FRANCE**—Household tableware, china or earthenware, decorated or plain. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**FRANCE**—Mineral wool insulation products; asbestos insulation products. M. Couret (sales agent), 53 Rue Molinier, Agen (Lot & Garonne). WTD 8/13/64.

### 331 Steel Mill Products

**VIET-NAM**—Full line of steel mill products such as steel sheets, tin plate, steel bars, Universal Trade Agency (manufactures' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 342 Cutlery, Hand Tools, General Hardware

**ITALY**—Hand tools, accessories; tool boxes. Cometal (agent), Via Baldinucci 12/D, Milan. WTD 12/31/64.

**SOUTH AFRICA**—Couplings for flexible metal hose and tubing, S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

Metal hose clamps, couplings, nozzles for rubber hose (excluding fire hose). S. H. Walters (agent), P.O. Box 68 Parklands, Transvaal. WTD 1/19/65.

### 345 Screw Machine Products

**SOUTH AFRICA**—Fasteners, special headed. bolts, nuts, industrial fasteners, ferrous and non-ferrous. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

### 349 Fabricated Metal Products

**ITALY**—High pressure valves for refineries; valves for steam boilers. DE.CO.STA. (agent), Viale degli Imbriani 13/15, Milan. WTD WTD 12/24/64.

**SOUTH AFRICA**—Valves, automatic regulating, all types. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

### 351 Engines, Turbines

**IRAN**—Diesel engines, 50 h.p. and over, for water wells. Sherkat Tazamoni M. T. Farhang Va. A. Geramian (importer), 314 Takhte-Jamshid Ave., Teheran. WTD 6/2/64.

### 352 Farm Machinery

**AUSTRALIA**—Hair clippers with built-in electric motor, as opposed to flexible drive; for use on horses, cattle, large animals. John O'Brien, General Manager, Canvin & Coles Pty. Ltd (importer, exporter, manufacturer),

67-69, Murray St., Pyrmont, N.S.W. WTD 4/27/64.

**IRAN**—Tractors, 60-85 h.p., gasoline driven. Sherkat Tazamoni M. T. Farhang Va. A. Geramian (importer), 314 Takhte-Jamshid Ave., Tehran. WTD 6/2/64.

**ITALY**—Wishes to represent exporters of small size agricultural machines from 7 to 18 h.p., such as motor-hoes, motor-cultivators, motor-pumps for irrigation and spraying. Requests replies in Italian. O.A.C.R.I., Organizzazione Avicola Commerciale Ribolla (agent), Via Rosolino Pilo 31, Palermo. WTD 1/8/65.

## 353 Construction, Mining, Materials, Handling Machinery, Equipment

**AUSTRALIA**—Concrete conveying and handling equipment. Roberts Engineering Co. Pty. Ltd. (manufacturer) 25 Raymond Ave., Matraville, N.S.W. WTD 9/28/64.

**CHILE**—Road building machinery; machinery for port works; cranes of all types; railroad rolling stock; mining machinery, equipment. Cia. Tecnica Anwandter Ltda., "TECNA" (importer, wholesaler, retailer), Bilbao 2124, Casilla (P.O. Box 1839), Santiago de Chile. WTD 1/8/65.

**ISRAEL**—Self-propelled asphalt sprayers for road construction, with capacities from 200 to 1000 gallons; automatic curbing machines with interchangeable molds suitable for use with asphalt and concrete, with daily capacity ranging from 1000 to 3000 ft. Exclusive agency. Equipment Ltd. (importer, agent) P.O. Box 480, Haifa. WTD 1/4/65.

**NORWAY**—Deck machinery and equipment for cargo and passenger ships and super tankers. Ivar Thidemansen (manufacturer's agent), Tollbugaten 4, Oslo, WTD 5/27/64.

**SOUTH AFRICA**—Couplings oil, gas, water well drilling. S. H. Walters, P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

**VENEZUELA**—Compactors, soils and construction. Agency for entire country. Requests replies in Spanish. Inversora Transamericana S.A., (representatives), Aptdo. 2189 Caracas, Edificio Toki-Eder, Apto. 5, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 7/23/64.

Motor-driven graders, levelers. Agency for entire country. Requests replies in Spanish. Inversora Transamericana, S.A. (representatives), Aptdo. 2189 Caracas, Edificio Toki-Eder, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 7/23/64.

## 354 Metalworking Machinery, Equipment

**FRANCE**—Flat and cylindrical grinders; honing machines; copying, milling-machines. Nodier & Cie. (importer, agent), 90 bis, Ave. de Versailles, Paris 16. WTD 8/21/64.

**ITALY**—Hand tools for home workshops; tool boxes. Cometal (agent), Via Baldinucci 12/D, Milan. WTD 12/31/64.

**VENEZUELA**—Jack hammers. Agency for entire country. Requests replies in Spanish. Inversora Transamericana, S.A. (representatives), Aptd. 2189 Caracas, Edificio Toki-Eder, Apto. 5, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 7/23/64.

## 355 Special Industry Machinery

**CHILE**—Interested in representing manufacturers of lumber mill machinery; machinery for plastic industry. Cia. Tecnica Anwandter Ltda., "TECNA" (importer, wholesaler, retailer), Bilbao 2124, Casilla (P.O. Box) 1839, Santiago de Chile. WTD 1/8/65.

**NORWAY**—Machines for automatically marking and imprinting cans. Nadiani & Co. (manufacturers' agent), Uranienborgveien 7B, Oslo. WTD 1/12/65.

**SOUTH AFRICA**—Petroleum refinery machinery and equipment. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

## 356 General Industrial Machinery

**BRAZIL**—Electrostatic air filters for cement industry. Ventiladores Bernauer S.A. (manufacturer), Caixa Postal 5536, Sao Paulo. WTD 1/4/65.

**IRAN**—Turbine pumps for deep wells. Sherkat Tazamoni M. T. Farhang Va A. Geramian (importer), 314 Takhte-Jamshid Ave., Tehran. WTD 6/2/64.

**NORWAY**—Tube filling machines, especially for tooth paste, shaving creams, pharmaceutical and medicinal preparations, artists' paints. Nadiani & Co. (manufacturer's agent), Uranienborgveien 7B, Oslo. WTD 1/12/65.

**SOUTH AFRICA**—Hydraulic couplings except cars. S. H. Walters (agent), P.O. Box 68, Johannesburg. WTD 1/19/65.

**VENEZUELA**—Portable air compressors for construction sites. Agency for entire country. Requests replies in Spanish. Inversora Transamericana, S.A. (representatives), Aptdo. 2189 Caracas, Edificio Toki-Eder, Apto. 5, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 7/23/64.

## 357 Office, Computing, Accounting Machines

**THAILAND**—Offset duplicating machines and supplies, electronic stencil duplicating machines. Sakol Phan Co., Ltd. (importer, distributor), 294/9-10 Phya Tai Rd., Bangkok. WTD 12/64.

## 358 Service Industry Machines

**AUSTRALIA**—Industrial floor polishing machines, vacuum cleaners, window cleaning machines; general types of industrial cleaning equipment. Princeton Distributors Pty. Ltd. (wholesalers, retailers), 100 Adderton Rd., Carlingford. N.S.W. WTD 1/11/65.

**FRANCE**—Refrigerated cases for supermarkets. Euro McCray (importer), 23 Rue Pierre Curie, Ivry (Seine). WTD 8/19/64.

**ITALY**—Coin operated washing and dry cleaning machines. Cogeko (distributor, representative), Largo Murani 4, Milan. WTD 12/10/63.

## 361 Electric Transmission, Distribution Equipment

**ITALY**—High frequency transformers for burners. DE.CO.STA. (agent), Viale degli Imbriani 13/15, Milan. WTD 12/24/64.

**SOUTH AFRICA**—Indicating and recording instruments, electrical. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

## 362 Electrical Industrial Apparatus

**FRANCE**—Electric micro-motors. G. Rouy (commission merchant), 22 Rue de Leningrad, Paris 8. WTD 8/17/64.

**ITALY**—Generator sets, a.c. and d.c., 500 cycles, from 500 watts to 3 kw. maximum for trailers and rural works. Requests replies in Italian. O.A.C.R.I., Organizzazione Avicola Commerciale Ribolla (agent), Via Rosolino Pilo 31, Palermo. WTD 1/8/65.

## 365 Radio and Television Receiving Sets

**FRANCE**—Radio and television receiving sets for home entertainment. Societe A.R.T.E.M. (wholesaler), 3 Rue Paul-Arene, Toulon (Var). WTD 8/14/64.

## 367 Electronic Components, Accessories

**FINLAND**—Potentiometers, capacitors, condensers, transistors, related items used in manufacture of electrical machinery and equipment. Requests descriptive literature, price lists. Oy Tehotuonti Ab (commission agents), Iso Roobertinkatu 26, Helsinki. WTD 12/8/64.

**FRANCE**—Electron tubes; other electronic components for television receiving sets. Societe A.R.T.E.M. (wholesaler), 3 Rue Paul-Arene, Toulon (Var). WTD 8/14/64.

Regulation couplers for automation. Societe d'Application Electrotechnique et Electronique (manufacturer), 26 Rue Thomas-Lemaitre, Nanterre, Seine. WTD 7/30/64.

## 371 Motor Vehicles, Motor Vehicle Equipment

**CHILE**—Interested in representing manufacturers of public transport buses, excluding bodywork, which will be done in Chile. Cia. Tecnica Anwandter Ltd., "TECNA" (importer, wholesaler, retailer), Bilbao 2124, Casilla (P.O. Box 1839), Santiago de Chile. WTD 1/8/65.

**ITALY**—Automotive spare parts for European and U.S. cars. Exclusive agency. Corte & Cosso (manufacturer), C.so Re Umberto, 48, Turin. WTD 6/10/64.

## 379 Transportation Equipment

**ITALY**—Wishes to represent exporters of small house trailers. Requests replies in Italian. O.A.C.R.I., Organizzazione Avicola Commerciale Ribolla (agent), Via Rosolino Pilo 31, Palermo. WTD 1/8/65.

**SOUTH AFRICA**—House trailers; trailer coaches, housing type. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

## 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**AUSTRALIA**—Barometers, all types. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**GREAT BRITAIN**—All types of temperature control mold units for plastic molding industry; agency, direct purchase and distribution in Great Britain. Curwen & Newbery, Ltd., Precision Engineers, Unicorn Works (manufacturer, wholesaler, importer), London Rd., Devizes, Wiltshire. WTD 11/23/64.

**ITALY**—Thermostats; pressure instruments (pressostats). DE.CO.STA. (agent), Via degli Imbriani 13/15, Milan. WTD 12/24/64.

Industrial process instruments, scientific research instruments. Il Venturimetro, Dr. Ing. M. Scalvello (manufacturer, representative), S.r.l., Viale Bacchiglione 28, Milan. WTD 1/9/63.

**SOUTH AFRICA**—Indicators, tank level. S. H. Walters (agent), P.O. Box 68, Parklands, Transvaal. WTD 1/19/65.

All types of transducers. Westbell Electronics (Pty) Ltd. (importer, wholesaler, retailer,

agent), P.O. Box 453, Johannesburg. WTD 1/19/65.

### 384 Dental Instruments

**ITALY**—Silver dental amalgam; dental instruments, cement, consumable supplies. C. Robecchi di Franco Fasciano (agent), Via Carlo Ravizza 49, Milan. WTD 11/17/64.

### 391 Jewelry, Silverware, Plated Ware

**AUSTRALIA**—Gas and petrol cigarette lighters, table and pocket types; women's metal mesh handbags; gold and silver watchbands; silver and stainless steel flatware, hollowware; precious metal compacts; precious metal cigarette cases; perfume atomizers. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**FRANCE**—Flatware; stainless steel, silver plated, or sterling silver. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 394 Toys, Amusement, Sporting Goods

**NORWAY**—Gymnasium mats for schools. Sven Thorud (manufacturers' agent), 2 Sven Brunsgt., Oslo. WTD 11/4/63.

**VIET-NAM**—Tennis rackets and balls. Universal Trade Agency (manufacturers' representative), 51 Dinh Tien Hoang, Saigon. WTD 12/31/64.

### 396 Costume Jewelry, Novelties, Buttons, Notions

**AUSTRALIA**—Costume jewelry and accessories; metal watchbands; metal and enamel compacts. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney. N.S.W. WTD 1/20/65.

**DENMARK**—Plastic zippers; exclusive agency. Brdr. Lassen (importer, agent), 22 Bredgade, Copenhagen K. WTD 1/5/65.

Hairpins, hairclips, curlers, hairdressing articles; cosmetics; exclusive agency. Willy Rasmussen & Co. A/S, 111 Lerso Parkalle, Copenhagen O. WTD 1/5/65.

**FRANCE**—Costume jewelry, all types. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 399 Manufacturing Industries

**AUSTRALIA**—Cigarette lighters, gas and petrol types, table and pocket styles. Interested in top quality, prestige articles. Exclusive agency. James L. Hudson Pty. Ltd. (manufacturers' representative, importer, exporter, distributor), Box 5055, G.P.O., Sydney, N.S.W. WTD 1/20/65.

**FRANCE**—Perfume atomizers; de luxe articles. Henri Soubies (importer, agent), 26 Rue Terre Neuve, Meudon (S. & O.). WTD 8/18/64.

### 621 Security Brokers, Dealers

**VENEZUELA**—Local representation for mutual funds. Sales agency for entire country. Requests replies in Spanish. Inversora Transamericana, S.A. (representatives), Aptdo. 2189 Caracas, Edificio Toki-Eder, Apto. 5, Ave. Francisco de Miranda, Chacaito, Caracas. WTD 7/23/64.

# Leads for Importers

*Commodities are offered direct unless specified.*

### 208 Beverage Industries

**FRANCE**—Red wine, classified and vintage qualities (including "Grands Crus de Graves") in 75-centiliter glass bottles, packed in cases of 12 or 24 bottles each. Direct sales to importers preferred; requests correspondence in French. Louis Marquaire (wine distiller, exporter), Chateau de France, Leognan, Gironde. WTD 1/21/65.

### 209 Food Preparations

**CHILE**—Interested in exporting fish oil and fish meal, canned and frozen fish. Industone S.A.P. (manufacturer), Casilla 570, Santiago. WTD 11/16/64.

**VENEZUELA**—Toasted, ground, canned coffee. Alirio Silva Nieves (exporter), Calle El Recreo, Esquina Avenida Venezuela, Edificio Centinela, Caracas. WTD 8/7/64.

### 235 Hats, Caps, Millinery

**FINLAND**—Casual head wear, made of fur, felt cloth for men, women, children. Kurikan Lakkitehdas Oy (manufacturer, exporter), Panttila, Finland. WTD 1/11/65.

### 254 Partitions, Shelving, Lockers, Office, Store Fixtures

**★★ SPAIN—Trade Mission**

Steel shelving, heavy gage construction, with self aligning features. Sr. Miguel Pallardo Casanova, Manager, Industrias Mupersa, Acacias, 23, Valencia. WTD 1/13/65.

### 264 Converted Paper, Paperboard Products

**GERMANY**—Wall paper, crepe paper for decoration, paper linings for suitcases, paper coating for cardboard boxes, decorating paper for shop windows. Werola, Jungblut GmbH & Co. (manufacturer), 755 Rastatt/Baden, Bahnhofsanlage 1. WTD 1/19/65.

### 289 Chemical Products

**BRAZIL**—Annual production of 800,000 m.t. technical gelatin; direct sales; also animal glue; samples sent upon request. Gelatina Hamburguesa S.A. Industria e Comercio (manufacturer), Caixa Postal 362, Sao Paulo. WTD 5/22/64.

### 307 Plastic Products

**MALTA**—Doilies, traymats, table cloths, other plastic lace-type place mats; seeks exclusive U.S. representative. Alf. Mizzi & Sons (manufacturer, exporter), Manufacturers' Agents & Merchants, 17 Zachary St., Valletta. WTD 12/21/64. (Export managers for Messrs. Vinyl Mouldings Ltd., of B'Kara.)

### 313 Boot, Shoe Cut Stock Finding

**★★ SPAIN—Trade Mission**

Leather soles for shoe industry. Sr. Jose Dura Rocheva, Manager, Curtidos y Tejidos Industriales, S.L., Primo de Rivera, 2 Benetuser (Valencia). WTD 1/13/65.

### 354 Metalworking Machinery

**FRANCE**—Metal molds for plastics. Societe d'Etudes et de Fabrication de Moules Metalliques (manufacturer), 3 Rue de Verdun, Champigny-sur-Marne, Seine. WTD 7/30/64.

### 356 General Industrial Machinery

**GERMANY**—Metal spraying equipment for repairing, surface refining, corrosion prevention, including flame spraying equipment for applying coats of all kinds of steel and various metals to metallic and non-metallic base materials; f.o.b. German ports. OSU-Vertrieb Guenter Hessler (wholesaler, manufacturer, exporter), 10a Hoefestr. 463 Bochum-Laer. WTD 1/7/65.

### 369 Electrical Machinery, Equipment, Supplies

**FRANCE**—Portable electromyographs; other types for hospitals and clinics; electro-medical and electronic diagnostic apparatus, instruments, scientific devices such as electro-cardiographs, metabolism apparatus. Prefers selling through agents. Societe de Recherches & d'Applications Electroniques "Racia," 65-65 bis Blvd. Pierre Ier, Bordeaux, Gironde. WTD 1/20/65.

### 386 Photographic Equipment

**GERMANY**—Photographic films, photographic paper and photographic linen; direct sale and/or agency. Price quotations f.o.b. Hamburg or Bremen. Turaphot GmbH., Photochemische Fabrik (manufacturer, exporter), Postfach 496, 516 Dueren/Rhld. WTD 12/24/64.

### 394 Toys, Amusement, Sporting Goods

**BELGIUM**—Hand-made regional dolls in authentic folkloric costumes; each doll wrapped in cellophane gift box; 15 different types of dolls available. Photographs of dolls offered available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Jean Cohen (manufacturer, exporter), 3 Gemeentestraat, Antwerp. WTD 12/31/64.

**FINLAND**—Handmade fishing lures, 12 different types, immediately available for export; will consider agency arrangements covering exclusive distributor rights in large territorial areas; descriptive brochure available on loan from Trade Opportunities Staff, BDSA 6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Woodex (export agency), P.O. Box 563, Helsinki. WTD 1/13/65.

### 396 Costume Jewelry, Novelties, Buttons, Notions

**UAR**—Leather bags, camel saddles, leather shoes and slippers, perfumes, wooden plates inlaid with mother of pearl, copper and silver plates, copper beer mugs, copper vases inlaid with silver, ceramic busts, solid silver animals and birds and perfumery. Khan Khalil (manufacturer, exporter), 32 Avenue El Horreya, Alexandria. WTD 5/28/64.

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**DENMARK**—Erling Victor Johanssen, Managing Director, representing E. V. Johanssen A/S, 93 Store Kongensgade, Copenhagen K, interested in import and agency of **spare parts for Army trucks and tanks; aviation spare parts (F 104 G); marine equipment; electronics.** March 15 for three weeks. c/o Hotel Belmont Plaza, Lexington Ave. & 49th St., New York, N.Y. Itinerary: New York, Chicago; other cities if necessary. WTD 1/18/65.

**IRAQ**—Edward S. Rassam, representing Edward S. Rassam Civil Engineering & Contracting Co., Alwiya, Arasa 440, Baghdad, interested in purchase of **excavating equipment** worth approximately $1 million, for use on Dalmaj Project DJ4. Scheduled to arrive early in February for one month, via New York. c/o Commodore Hotel, Lexington Ave. & 42 St., New York, N.Y. Itinerary: New York; Washington, D.C.; other cities where earthmoving equipment is manufactured. WTD 1/16/65.

**MOROCCO**—Juan-Jacques Corsin, representing Etablissements J. J. Corsin. S.A., 9-13, Blvd. Abdellah ben Yacine, Casablanca, **interested in import-agency, requesting technical information on automotive spare parts, service station equipment, Caterpillar tractor parts.** Approximate arrival Feb. 7 for three weeks, via New York. c/o Mr. J. E. Bernard, 27-29 Pearl St., New York, N.Y. Itinerary: Chicago, to attend the International Automotive Service Industries Show, McCormick Place, Chicago, Ill.; Cleveland; Detroit; New York. WTD 11/9/64.

**NETHERLANDS**—Antonio D. Damen, representing West Europesche Import & Exportonderneming Werimex N.V., 5a Zuider Stationsweg, Bloemendaal, interested in **heavy dredges and components.** Arrived January 24 for one month, via New York. c/o Field Offices at 425 Federal Bldg., Jacksonville, Florida; 350 Fifth Ave., New York, N.Y.; General Delivery, Birmingham, Alabama. Itinerary: Jacksonville, Tampa, Florida; Birmingham, Alabama; St. Louis, Mo.; Chicago; New York; possibly others enroute. WTD 7/13/64.

**NEW ZEALAND**—Eric P. Simon, Managing Director, representing Simon Metal Products, Ltd., Horlor St., Lower Hutt, interested in purchasing **special machinery for producing stainless steel cutlery** (knives, forks, spoons), and stainless steel razor blades. Jan. 31, 14 days, via San Francisco. c/o Fairmont Hotel, San Francisco; Savoy Hotel, New York. Exact arrival time in New York not known, but will be departing from New York about Feb. 12. Amended itinerary: San Francisco, New York; other cities as contacts are established. (INTERNATIONAL COMMERCE, Feb. 1, 1965, p. 58). WTD 1/4/65.

**NORWAY**—Hans Peter Arnesen, representing Aage Tandberg & Co., 342 Drammensveien, Lysaker, Oslo, **interested in importing apples, pears, oranges, lemons, canned vegetables and fruit, dried fruit, almonds, dried peas.** March 22, via New York for three weeks. c/o Department of Commerce Field Offices in Seattle; San Francisco; Los Angeles; Washington, D.C., included in itinerary.

Arne Kjell Gjerde, representing A. K. Gjerde, Fetsund, Oslo, **interested in importing surgical and hospital equipment, raw materials for own production of plastic goods for hospitals.** Originally scheduled for arrival first week in February, now due to arrive March 9, via New York for three weeks. c/o Mrs. Brandt, 414 73rd St., Brooklyn, N.Y. Itinerary: San Francisco, New York, Baltimore, Boston, Omaha.

Knut Andre Jensen, representing Hobbyhuset Gnisten, 36 Dronningensgt, Oslo, interested in purchasing **hobby and do-it-yourself items.** Jan. 29 via Chicago for two weeks. c/o Sherman House, Clark & Randolph, Chicago, Ill. Itinerary: Chicago, New York, Dallas. WTD 10/7/63.

Gunnar Klein, President, representing A/S Cathrineholm, Halden, interested in importing **new household equipment.** Scheduled arrival Jan. 20 for three weeks, via New York. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York; Washington, D.C.; Los Angeles. WTD 2/20/63.

**SWITZERLAND**—Ernst Leimgruber, representing Amag Automobil & Motoren AG, Dept. for Industrial & Marine Engines, 8107 Buchs, **interested in products for pleasure boats and yachts, new articles for highway maintenance, other industrial products for machine fabrication.** Feb. 3 to 22, via New York. c/o Mr. Leimgruber, Alpine, New Jersey. Itinerary: New York; Cleveland; Detroit, Marisville, Grand Rapids, Michigan; Ohio; Cedarhurst, L.I.; Roseland, Somers Point, N.J.

Peter Philip Vogel, President, Ardo Distribution S.A., 52 Ave. de Chailly, Lausanne, interested in **conducting U.S. manufacturers and exporters of office equipment and supplies, household appliances and novelties** with a view to exclusive agency representation for Switzerland and management of exports of their products to other countries in Europe, the Middle East and in Africa. Requesting technical information on office supplies and household articles. Beginning Feb. via New York for one month. c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y., 10001. Itinerary: New York, Chicago, St. Louis.

## Specifications available for aqueduct construction

The National Waterworks & Sewerage Authority has issued a set of plans and specifications, Contract No. 1—2b, for the proposed 3rd Bicti-Novaliches Aqueduct at Norzagaray, Bulacan, and Novaliches, Quezon City, Philippines.

Bid deadline is Feb. 25. (INTERNATIONAL COMMERCE, Jan. 25, 1965, p. 23).

One set of specifications, contract documents book and blueprint plans is available for review only in the Building Materials & Construction Industries Division, Rm. 4014. BDSA-6460, Department of Commerce, Washington, D.C. 20230.

# New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.*

*Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January 1965 unless marked otherwise.*

American Firms, Subsidiaries and Affiliates—Costa Rica.
Business Firms—French Somaliland, Dec. '64.
Business Firms—Ivory Coast, Oct. '64.
Cooperage and Container Importers and Dealers—Italy.
Curios, Novelty and Handicraft Manufacturers and Exporters—El Salvador, Oct. '64.
Dental Supply Houses—United Kingdom.
Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Italy, Nov. '64.
Electronic Equipment, Electron Tube, and Other Electronic Component and Accessories Importers, Dealers and Manufacturers—Hong Kong, Dec. '64.
Electronic Equipment, Electron Tube, and Other Electronic Component and Accessories Importers, Dealers and Manufacturers—Italy, Dec. '64.
Electronic Equipment, Electronic Tube, and Other Electronic Component and Accessories Importers, Dealers and Manufacturers—Japan, Nov. '64.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers and Manufacturers—Turkey, Nov. '64.
Household Appliance Importers and Dealers—Honduras.
Laundry and Dry Cleaning Industry—France, Oct. '64.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnace Importers and Dealers—Turkey, Dec. '64.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Portugal, Dec. '64.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Republic of South Africa, Nov. '64.
Machinery and Equipment, Except Electrical Importers and Distributors—Brazil, Oct. '64.
Machinery and Equipment, Except Electrical Importers and Distributors—Costa Rica, Oct. '64.
Machinery and Equipment, Except Electrical Importers and Distributors—India, Nov. '64.
Machinery and Equipment, Except Electrical Importers and Dealers—Morocco, Dec. '64.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Austria, Nov. '64.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Denmark.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Turkey.
Oils (Animal, Fish and Vegetable) Importers,

Producers, Refiners and Exporters—Greece, Nov. '64.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Haiti.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Pakistan, Dec. '64.

Provisions Importers and Dealers—Federal Republic of Germany and West Berlin, Nov. '64.

Sporting Goods, Toy and Game Importers and Dealers—Austria, Oct. '64.

Textile Industry—Guatemala.

Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Pakistan, Oct. '64.

Tobacco and Tobacco Products Importers, Dealers and Manufacturers—El Salvador.

Vending Machine Importers and Dealers—Japan, Oct.

Vending Machine Importers and Dealers—France.

# Construction Projects

*Reports from overseas on late building and construction*

**AUSTRALIA**—(1 A£ = $2.24). Contract for A£ 2,757,000 has been let for the construction of **Jindabyne Dam,** part of the Snowy Mountains Hydroelectric Scheme to a joint venture comprising Utah Construction & Engineering Pty. Ltd. and Brown & Root Sudamerican Ltd.

According to the Minister of National Development, Mr. David E. Fairbairn, the dam will be about 220 ft. high, 900 ft. long at the crest and consist of about 1,150,000 cu. yd. of compacted earth and rockfill. To control floods, a concrete spillway with two automatic radial gates, each 66′ wide and 23′ high, will be built. Excavation of the 25′-diameter river diversion tunnel, erection of a construction plant and construction of access and haul roads will be started soon, it is expected.

Upon completion of the dam (Aug. 1967), the river diversion tunnel will be blocked with a concrete plug and flooding of the Jindabyne Valley will commence. The main road to Mount Kosciusko will then be diverted to pass over the crest of the dam. The new township of Jindabyne has already been relocated to the shores of the lake to be created by the dam.

**AFRICA**—The Office of Capital Development & Finance, Bureau for Africa, Agency for International Development, is interested in securing the services of qualified U.S. firms to conduct **economic feasibility studies.** These studies would be limited to economic investigation, evaluation and preliminary planning of revenue producing projects in industry, transportation, power, forestry and agricultural products. Selected firms will provide services on an as-needed-basis.

**Write:** Agency for International Development, Office of Capital Development & Finance, Bureau for Africa, Rm. 4667 NS, Washington, D.C. 20523, by Feb. 25, indicating experience in preparing economic feasibility studies in the mentioned specialized fields, ability to assign firm's qualified key personnel, and whether firm is registered in A.I.D.'s Contractor's Index.

To register for the Index, **write:** AID, Office of Small Business, Professional Resources Branch, Washington, D.C. 20523.

**ECUADOR**—(100 sucres = $5.55). Contract for the second stage of the Manta **port and harbor works** was awarded to the SIMAR Co. the $62 million project, to be completed by May 1966, involves the construction of a full-sized deep water pier, a fishing boat anchorage, termination of the breakwater and provision of port equipment.

Contract was awarded to Brezzina (Venezuelan engineering firm) to complete within 380 days a **feasibility study for improvements at the Port of Esmeraldas.**

**IRAQ**—(1 dinar = $2.80). Reportedly, the Economic Planning Board has approved an **ID 3-million expansion project** for the Government's Cotton Textile Mill in Mosul, and has concluded a contract with consulting engineers to design an extension that would double the 20 million meter annual capacity of the present facility and enable the plant to produce 120 cm. wide cloth.

A tender for the plant expansion may be issued soon. Completion is scheduled for 1968. Consulting firms for the project are: Ingenieurburo Rhein/Rhuh GmbH, Burgwall 5, Dortmunt Germany and Cia. d'Engineering et de Planification Industrielle, Economique et Commerciale, 8 Passage Doisy, Paris, France. The Ministry of Industry's Directorate General of Industrial Design & Construction is responsible for the project.

**JAPAN**—(1000 yen = $2.77). Chubu Electric Power Co. has concluded a $12,540,000 contract with General Electric for import of a turbine, dynamo and auxiliary equipment, including an electronic computer, to be installed in the No. 3 unit of Chubu's Chita **Thermal Power Plant,** now under construction in the Nagoya Port industrial zone. The unit will have an output of 500,000 kw.

Reportedly, Tokyo Power Co. recently ordered a turbine and dynamo from G.E. and a boiler from Babcock and Wilcox for a projected 600,000 kw unit at its **Amagasaki Plant,** and Kasai Power, a turbine and dynamo from Westinghouse and a boiler from Combustion Engineering for a 450,000 kw unit at **Himeji Kaini Plant.**

**LIBYA**—(1 L£ = $2.80). The Barce Reconstruction Organization (BRO), an agency of the Kingdom of Libya, will call for tenders March 1 for construction of a portion of the new town of Barce in the Province of Cyrenica, about 100 km east of Benghazi and about 15 km south of the Mediterranean Sea. Construction will comprise:

A) **Residential units:** 284 detached single-story dwellings 120 sq. meters each; 217 semi-detached single story dwellings, 85 sq. meters each; 192 units in 48 two-story dwellings, 110 sq. meters each.

B) **Public Buildings:** Two kindergartens, 700 sq. meters each; two primary and preparatory schools, 1800 sq. meters each; post and telegraph office, 300 sq. m.; police station, 600 sq. m.; mosque, 600 sq. m.; market, 3200 sq. m.; dispensary, 430 sq. m.; and a theater and social center, 2100 sq m.

C) **Utilities:** Water, sewerage and electrical distribution systems; telephone cables; streets and sidewalks, k3 km.; storm water drainage system; and grading of residential areas.

Construction will be of reinforced concrete and masonry. Streets will have a compacted base paved with plant-mixed bituminous surface. Cast iron and galvanized steel mains will be used for the water distribution system. Sewers of vitrified clay or concrete pipe. A pumping station is also be built.

Construction has been planned to allow standardization of elements and procedures. Concrete block will be used; the contractor will probably elect to install a block manufacturing plant at the site because sand and aggregate are available within a reasonable distance and water is available from two wells.

Tender documents may be purchased from the Barce Reconstruction Organization, 55 Omar Mulchtar St., Benghazi, Libya; and from McGaughy, Marshall, McMillan & Lucas (Italia) S.r.l., 18 Via Clitunno, Rome, Italy (architectural and consulting firm which designed plans for Barce, a subsidiary of Lublin McGaughy & Assoc., 220 West Freemason St., Norfolk, Va.)

**MALAYSIA**—(M$100 = $32.68). The Central Electricity Board (CEB) has approved the construction of the M$20 million **Betong Hydroelectric Development Scheme.** The Board's General Manager, Raja Zainal bi Raja Sulaiman, has announced that work will be started this year to meet the rising demand for power. The development comprises two schemes: Perting and Benus. Each will include intake works, tunnels, pipelines and a power station, containing water turbines and generators with a minimum output of 7000 kw. The project is expected to be completed in 1968.

**UAR**—(1 E£ = $2.87). The Government and the Intercontinental Hotel Corp. (fully-owned subsidiary of Pan American World Airways) have agreed on a $20 million hotel project: a 600 to 700-room hotel to be built in Cairo on Guezira Island and a 250-room hotel in Luxor.

## EEC grants Germany prune tariff quota

The European Economic Community's Commission has granted Germany a tariff quota on dried prunes imported from countries outside the Common Market for the year 1965.

The quota takes the form of a reduced duty rate of 7.7% on imports up to a quantity of 5,700 metric tons.

Germany is required to apply a reduced rate of 1.3% to EEC member state imports as long as it utilizes the tariff quota rate. Germany normally applies a 10.4% duty to prune imports from third countries, and a 4% duty on member-state imports.

### KITCHEN, HEATING EQUIPMENT

Manufacturer of household heating and cooking equipment, cast iron hollowware, sanitary equipment seeks license to make kitchen equipment, small central heating equipment.

**Write:** Belgian Consulate General, Industrial Section, 50 Rockefeller Plaza, New York, N.Y., 10020.

## Brazilian steel processor proposes joint venture

A large Brazilian steel producer, whose main plant is located in the heart of Sao Paulo State's industrial zone, requests a joint venture with an experienced U.S. steel producer to substantially expand his facilities.

The Brazilian firm offers up to 50%, including directorship in the venture. The investment may be partly in the form of capital and partly in financing equipment and technical assistance.

The firm operates exclusively in the field of cold-rolled steel, converting steel coils, plates and sheets into strip. It supplies about 30% of the market in the industrial zone of Brazil and is reported to have an annual net profit of about 15%.

The firm lists its present principal equipment as a gang slitting section of 11 slitters with a basic capacity of 2,000 tons a month; a cold rolling section consisting of 12 rolling stands, an annealing section equipped with seven batch annealing furnaces and a pickling section which includes a Ruthner pickling mechanism. All has been purchased since 1958.

The company's expansion plans call for a high production cold rolling unit, a metallic-coating line and a continuous quenching furnace. Total cost of this new equipment is estimated at $1.4 million.

**Write:** Bureau of International Commerce, Office of International Investment, File 2-3316-3-B, Department of Commerce, Washington, D.C., 20230.

## India reduces import quotas

India has announced a 5 to 10% cut in import quotas assigned to "Actual Users" (as distinguished from import merchants) for the six-month period Oct. 1, 1964, through March 31. This cut depends on the commodity involved, except for annual licenses for less than $1,050, which are not affected by the reduction.

As part of the import policy for the Indian fiscal year which began April 1, 1964, import licenses for the full 12-month period were issued to both actual users and import merchants at the beginning of the fiscal year, with the provision that only half the value of each license could be utilized during the first six months of the licensing period.

The cutback in actual-user licenses for the second six months of the licensing period is in accordance with the announced policy of reviewing the situation at the end of September 1964 before allowing use of import licenses for the second half.

# LBJ tackles leading problems with gusto

**By Neil C. Hurley, Jr.**

**Chairman, National Export Expansion Council**

WASHINGTON, D.C.—It was six o'clock in the evening and the departure of a pallid winter sun had, like it or not, forced on White House lights, for the work-day was not yet over.

A bright, flickering blaze added to the warmth of the library, a room designed for comfort and not for reading. White House bookshelves have more noncommital types than royalty in residence on the gentle shores of Estoril on the Portuguese coast. Open the cover of *The Beginnings of the American Federation of Labor* or *A Treatise on Executives in Business*, and one is doing the unusual. *Rocketry Plans* if left carelessly on the recessed shelving would have tight security unwatched with little danger of falling into hands of the curious. The room was designed—judging by numbers of books on the original settlers—by someone with a preoccupation for Indians. Main focal point are paintings of Pettlesharro, the generous chief of the Pawnees and on Monchousia, which, if one speaks Kanza, identifies White Plum.

This evening a dozen men were visting the President in this informal atmosphere. Lyndon Johnson was relaxing for what he expected to be a few moments but turned into more than an hour, talking of subjects that ranged from Saigon to security and taxes to tariffs. A plane to take him to Texas was waiting on the runway apron but even intervention of Mrs. Johnson—who added grace in a silvery suit and matching spiked heels—did not budge the President in his enjoyment of a late afternoon away from mail, desk and phone.

The President sits usually with a hand in his pocket, gangle-legged, stretching and moving in his chair, shoving one foot foreward, bringing it back, then doing the same with the other. He squirmed, as though perpetually attempting to locate a more comfortable position, but moved as lazily as a school boy whittling on a stick.

Mr. Johnson tells stories that are effervescent and effective. Mostly they are the homely kind about a Texas sheriff or a hometown character or a neighbor of his youth. As this nation's chief executive, he can expect a built-in laugh-track from visitors, but the President's lines are new and they are funny. They also make the point.

This was not a meeting of international businessmen, but Mr. Johnson spent more time on trade and travel, the shortage of gold and balance of payments than on any other subject, although he covered most other issues from plumbing the ocean floor to the man in the moon. Perhaps he was preoccupied with matters across the seas because he had just this day formally received the Ambassadors from the Congo, Nigeria, and Mexico, but one's overwhelming feeling on departure was White House concern for increased foreign trade and to keep the dollar stable.

The outflow of money from this country by travelers to other lands was specially mentioned by the President, in view of the parsimonious spending of a small number of visitors to this country from other nations. There were those among his guests who thought the U.S. Travel Service had developed increased sightseers from areas where it operated and they said so.

Mr. Johnson mentioned that foreign investments were good for this country as money eventually comes home with more besides, but added that this did not help the right-now problem.

Someone recalled a time when Luci Johnson was unexpectedly called upon in San Francisco for some remarks at a luncheon. "My mother has brown hair," said Luci. "My sister is more blonde. I have brown eyes but she has blue. My mother has an olive complexion while I'm fair. We get along all right."

"Best civil rights speech I ever heard," remarked the President.

# New Books and Reports

***International Trade Handbook. 2nd Ed.* Published by the Dartnell Corporation, Chicago. January 26, 1965. 1,023pp. $17.50.**

A revised and updated version of the first edition of the Handbook, which appeared two years ago. Each author of a particular section has been a practicing international trader, so the book's emphasis is on the practical rather than the theoretical aspects of foreign trade.

The eight-part book is broken down into sections on: the basic principles of foreign trade; foreign trade documentation and finance; legal aspects of international trade; selecting and training executives for foreign trade; a checklist on establishing an overseas operation; case histories and operational notes; operating an overseas sales organization; and practical problems of international trade.

**Write:** The Dartnell Corporation, 4660 Ravenswood Avenue, Chicago, Illinois 60640.

***Federal Tax Treatment of Foreign Income.* By Lawrence B. Krause and Kenneth W. Dam. Published by the Brookings Institution. Washington, December 1964. 145pp. $3.50 (Paperbound: $2).**

In the last few years the taxation of income earned abroad has become a controversial subject in the United States. The Revenue Act of 1962 dealt with some of the major issues but did not resolve the controversy.

What did the act seek to achieve and what additional legislation may be needed? What tax principles are relevant in considering the treatment of foreign income? These are some of the questions considered at a Brookings Institution conference in April 1964 and analyzed in this new Brookings publication, which is the seventh volume in the series of Studies of Government Finance. The book reviews the issues, analyzes the provisions of the 1962 law, and summarizes the conference discussion.

**Write:** The Brookings Institution, 1775 Massachusetts Ave., NW., Washington, D.C. 20036.

***Merchant Fleets of the World.* 1964. (Annual) Maritime Adm., U.S. Dept. of Commerce. GPO. 18pp. 15¢.**

Over-all summary followed by country-by-country tabulations of number, gross and dead-weight tonnage by vessel types for seagoing steam and motor ships of 1,000 gross tons and over, as of Dec. 31, 1963. For selected countries shows fleet change from previous year, new construction, transfers in and out, losses and scrappings.

**Write:** Superintendent of Documents, U.S. Gov't Printing Office, Washington, D.C. 20402.

***Quantitative Aspects of the Economic Growth of Nations: IX. Level and Structure of Foreign Trade: Comparisons for Recent Years.* Simon Kuznets. (Article) *Economic Development and Cultural Change.* U. of Chicago Press, Oct. 1964. 106pp. $1.75 per issue.**

One of a series of related essays, this one discussing competitive or cooperative ties among nations, and their contribution to the growth process evaluated on the basis of the volume and structure of the resulting international economic flows. Deals primarily with quantitative analysis of international trade in commodities and services and includes 28 tables of comparative data.

**Write:** University of Chicago Press, 5750 Ellis Ave., Chicago, Ill. 60637.

***The Growth of the Economy.* 1964. British Information Services, New York. 127 pp. $1.70.**

Report by National Economic Development Council relative to United Kingdom economy from 1961 with outlook through 1966. Appraises the situation on production, manpower, consumer expenditures, public consumption, investment, savings, and balance of payments. Analysis of 15 leading industries, such as energy and fuel, petroleum, electricity, iron and steel, machine tools, motor vehicles, textiles, paper and board, and construction.

**Write:** Sales Section, Brtitish Information Services, 845 Third Ave., New York, N.Y. 10022.

***World Agricultural Production and Trade: Statistical Report.* (Monthly) Foreign Agricultural Service, U.S. Dept. of Agriculture, Washington, D.C. 20250. Approx. 50pp. per issue. Free.**

Statistics and analyses covering production, consumption and trade for agricultural products on a world-wide basis or a country basis; includes some crop forecasts.

***Economic Growth and External Debt.* By Dragoslav Avramovic and associates in the World Bank. Published by the Johns Hopkins Press, Baltimore. January 22, 1965. 207pp. $6.**

Amortization and interest payments on the public debt of developing nations have focused the interest of economists on debt servicing problems.

The crucial question is how long it takes a developing country to overcome the worst phase of the strain on its balance of payments. For the foreseeable future, debt service as a proportion of exports will be very high and the economy will be very sensitive to declines in its capacity to import.

The study singles out three fundamental factors from the long-term point-of-view for the developing countries: First, the rate of return on projects must be higher than the international rate of interest. Second, the savings out of newly generated income must be sufficient to finance an increasing proportion of investment requirements out of domestic resources. Third, the total flow of investment projects must produce an increase in aggregate national output in excess of population growth.

**Write:** The Johns Hopkins Press, Baltimore, Maryland 21218.

***Hong Kong Trade Directory, 1964-65.* Published by the Diplomatic Press and Publishing Company. London, 1964. 72pp. $2.80.**

Describes Hong Kong's industries and industrial expansion, foreign trade, financial and banking organization, and transport and communications facilities. Contains a classified list of principal importers, exporters, manufacturers, general merchants, agents and banks.

**Write:** Diprepu Co., Ltd., 13 Cotswold Gardens, London, N.W.2.

***Minerals Yearbook 1963 (82d ed.) Vol. IV.* Published by the U.S. Dept. of the Interior. Washington, 1965. Approx. 1,300pp. About $4.50.**

This final volume in the annual four-volume series contains 124 chapters presenting the latest available mineral statistics for more than 130 foreign countries and areas, and a chapter reviewing minerals in the world economy.

**Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.



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# Calendar *for international traders*

**February**

**9**—Mid Gulf Conference on Transportation and Industrial Modernization. Royal Orleans Hotel, **New Orleans.** Speakers: George Donat, BDSA Administrator; Nicholas Johnson, Maritime Administrator.

**9**—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

**9**—In Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

**9**—Businessmen's consultations with members, U.S. Trade Mission to Spain, Field Office, **Atlanta, Ga.**

**9**—"Show You" In-Office workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

**9**—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

**9**—Foreign Credit Club, Credit Management Assn. of Delaware Valley, dinner meeting, Vesper Club, **Philadelphia.**

**9**—Export Expansion Seminar, **Orlando, Fla.** Sponsors; REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**9-11**—1965 International Automotive Service Industries Show, McCormick Place, **Chicago.**

**10**—In-Office meeting, Field Office, **Chicago.**

**10**—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

**10**—Minnesota World Trade Assn., monthly dinner meeting, Hotel Radisson, **Minneapolis.** Speaker: Neil Hurley, Chairman, National Export Expansion Council.

**10**—National Assn. of Food Equipment Manufacturers, Diplomat Hotel, **Hollywood, Fla.** Speaker: James E. Murrin, Bureau of International Commerce.

**10**—New York Board of Trade, International Section, luncheon meeting, 12 noon, Hotel Statler-Hilton, **New York.**

**10-11**—Conference/consultation on "Doing Business in the Middle East" with Howard Zimmermann, Desk Officer, Middle East, Field Office, **St. Louis.**

**11**—International Trade Club of Chicago, 12:15 p.m., Pick Congress Hotel, **Chicago.**

**11**—Export Expansion Conference on "Why and How To Get Started In Export," Manufacturers National Bank, **Detroit.** Sponsors: Manufacturers National Bank of Detroit; Field Office, Department of Commerce; REEC.

**11**—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

**12**—Conference/consultation on "Doing Business in the Middle East" with Howard Zimmermann, Desk Officer, Middle East, Field Office, **Dallas.**

**15**—Seminar-Conference, Hawaii Industrial Week, 8:30 a.m.-2:15 p.m., Princess Kaiulani Hotel, **Honolulu.** Sponsors: Hawaii Manufacturers Assn.; Chamber of Commerce of Honolulu; Hawaii State Department of Planning and Economic Development; Small Business Administration; Field Office, Department of Commerce. Speakers: Thomas G. Wyman, Assistant Secretary of Commerce for domestic and international business; Eugene P. Foley, SBA Administrator.

**15**—Export Conference, Chamber of Commerce, **Wilmington, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

**16**—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**16**—Export Conference, Chamber of Commerce, **New Bern, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

**17**—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

**17**—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

**17**—Export Conference, Chamber of Commerce, **Rocky Mount, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

**18**—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Manufacturers Surgical Trade Assn.; Field Office, Department of Commerce.

**18**—Export Expansion Conference on "Where the New Overseas Markets Are," Manufacturers National Bank, **Detroit.** Sponsors: Manufacturers National Bank of Detroit; Field Office, Department of Commerce; REEC.

**18**—FCIB Drug, Chemical & Food Export Club luncheon meeting, 12:15 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

**18**—Export Conference, Chamber of Commerce, **Greenville, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

**19**—Northwest Iowa World Trade Conference, **Sioux City, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

**19**—Export Conference, Chamber of Commerce, **Kingston, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

**23**—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

**23**—"In-Office Workshop" on Export Expansion, Field Office, **Jacksonville, Fla.**

**23**—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

**23**—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

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